

Last Update 12-22-2006
REAL ESTATE POST LICENSE EDUCATION APPROVED COURSES
Classroom & Distant Learning, Correspondence (CRP)
Virginia Real Estate Board

ACT WEB SERVICES
T/A ACTWEBSERVICES.COM
2201 QUARTERMASTER LANE
RESTON VA 20191
PH: (703) 476-1747 FAX: (703) 860-8512

VIRGINIA REAL ESTATE: AGENCY LAW (CRP)
Course Number: 055052
AGENCY LAW (CRP)
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 055484
APPRAISALS/STRUCTURES & CONSTRUCTION PROCESS/UNIFORM STATE
4 hour(s) of Mandatory Topics for Property Management

Course Number: 055483
BOARD REGULATIONS & STATUTES/ESCROW MANAGEMENT & ACCOUNTING
4 hour(s) of Mandatory Topics for Property Management
VIRGINIA REAL ESTATE: BUSINESS PLANNING (CRP)
Course Number: 055057
BUSINESS PLANNING (CRP)
2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055061
CONSULTING SERVICES (CRP)
1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 055485
CONTRACT WRITING AND AGENCY (CRP)
4 hour(s) of Mandatory Topics for Property Management

Course Number: 055073
CONTRACT WRITING; HANDLING CUSTOMER DEPOSITS; AGENCY (CRP)
3 hour(s) of Mandatory Topics for Commercial Real Estate

Course Number: 055491
CONTRACTOR/MAINTENANCE EMPLOYEE RELATIONSHIP (CRP)

2 hour(s) of Elective Topics for Property Management

Course Number: 055488
CURRENT INDUSTRY ISSUES AND TRENDS (CRP)

2 hour(s) of Elective Topics for Property Management

LAND DEVELOPMENT (CRP)
Course Number: 055064
DEVELOPMENT (CRP)
1 hour(s) of Elective Topics for Commercial Real Estate
VA RE: ETHICS & STANDARDS OF CONDUCT/CURRENT/CURRENT INDUSTRY
Course Number: 055049

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

VIRGINIA REAL ESTATE: FAIR HOUSING (CRP)

Course Number: 055051

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 055069

FINANCE (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate

VIRGINIA REAL ESTATE: FINANCE (CRP)

Course Number: 055059

FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055063

FRANCHISING (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 055066

GOVERNMENT RELATIONS/GOVERNMENT PROGRAMS (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 055062

HOSPITALITY/ENTERTAINMENT (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

LAND DEVELOPMENT (CRP)

Course Number: 055065

LAND (CRP)

3 hour(s) of Elective Topics for Commercial Real Estate

VIRGINIA REAL ESTATE: LAND USE ISSUES (CRP)

Course Number: 055054

LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055068

LEASING (CRP)

4 hour(s) of Elective Topics for Commercial Real Estate

LISTING PROPERTY (CRP)

Course Number: 055072

LISTING PROPERTY;LEASING PROPERTY;CURRENT INDUSTRY ISSUES

3 hour(s) of Mandatory Topics for Commercial Real Estate

Course Number: 055060

MARKET RESEARCH (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate

VIRGINIA REAL ESTATE: OFFER TO PURCHASE (CRP)

Course Number: 055053

OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 055067

PROPERTY MANAGEMENT (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate

VA PROPERTY OWNERS' ASSOC ACT & VA CONDOMINIUM ACT (CRP)

Course Number: 055071

PROPERTY OWNERS' & CONDOMINIUM ASSOC LAW (CRP)

3 hour(s) of Mandatory Topics for Commercial Real Estate
VIRGINIA REAL ESTATE: PROPERTY VALUATION/LISTING PROCESS
Course Number: 055055
PROPERTY VALUATION/LISTING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate
VIRGINIA REAL ESTATE: REAL ESTATE LAW (CRP)
Course Number: 055050
REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 055487
RENTAL MARKETING (CRP)
2 hour(s) of Elective Topics for Property Management

Course Number: 055486
RISK MANAGEMENT (CRP)
4 hour(s) of Mandatory Topics for Property Management

Course Number: 055070
SALES (CRP)
3 hour(s) of Elective Topics for Commercial Real Estate
VIRGINIA REAL ESTATE: SELLING PROCESS (CRP)
Course Number: 055058
SELLING PROCESS (CRP)
3 hour(s) of Elective Topics for Residential Real Estate
VIRGINIA REAL ESTATE: TECHNOLOGY (CRP)
Course Number: 055056
TECHNOLOGY (CRP)
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055489
TENANT/LANDLORD RELATIONSHIPS (CRP)
2 hour(s) of Elective Topics for Property Management

Course Number: 055490
UNDERSTANDING PROPERTY OWNERS' AND CONDOMINIUM ASSOCIATION
2 hour(s) of Elective Topics for Property Management

Course Number: 055482
VIRGINIA RESIDENTIAL LANDLORD/TENANT ACT AND FAIR HOUSING
4 hour(s) of Mandatory Topics for Property Management

ALPHA COLLEGE OF REAL ESTATE INC OF VA
T/A ALPHA-OMEGA COLLEGE OF REAL ESTATE
11861 CANON BLVD SUITE A
NEWPORT NEWS VA 23606
PH: (757) 873-8884 FAX: () -

Course Number: 052198
AGENCY LAW
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052457
AGENCY LAW
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 055270

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052362

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052719

AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054659

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054660

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052831

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055282

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052204

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054893

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052867

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052718

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

BUSINESS PLANNING

Course Number: 053086

BUSINESS PLANNING SUCCEEDING IN ADVANCE

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053386

CONTRACTOR/MAINTENANCE EMPLOYEE RELATIONSHIP

2 hour(s) of Elective Topics for Property Management

Course Number: 053656

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

Course Number: 052192

ETHICS & STAND. OF COND/CURRENT INDUST. ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054965

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052717

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054830

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052219

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052715

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052194

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052190

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053814

FINANCE

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055985

FINANCE

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052782

FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

PROPERTY VALUATION/LISTING PROCESS

Course Number: 053083

FUNDAMENTALS OF REAL ESTATE APPRAISAL

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054334

HOUSE CONTRUCTION AS A SELLING TOOL

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054955

HOW TO KEEP YOURSELF AND YOUR BROKER OUT OF COURT

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054663

LAND USE ISSUES

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052360

LAND USE ISSUES

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052712

LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055265

LEGISLATIVE UPDATES

2 hour(s) of Elective Topics for Property Management

2 HR LIMITED SERVICE AGENCY INTERNET

Course Number: 055992

LIMITED SERVICE AGENCY

2 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052454

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052591

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052206

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053115

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052716

OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 055663

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055274

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054823

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054835

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054668

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054332

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055284

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055973

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054964

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054836

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053815

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054967

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054330

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054958

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Property Management

Course Number: 055276

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054336

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054666

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054822

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055969

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054970

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055971

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054960

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053995

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Property Management

Course Number: 055994

OTHER REAL ESTATE RELATED

2 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054839

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054961

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055278

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053391

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054832

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055975

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054828

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054825

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055665

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054969

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053398

OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053401

OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Property Management

Course Number: 053392

OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Property Management

Course Number: 053400

OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053387

OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 053402

OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 053385

OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053393

OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053396

OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Property Management

Course Number: 053388

OTHER REAL ESTATE RELATED COURSE

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053397

OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 053389

OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055272

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054972
PROPERTY VALUATION/LISTING PROCESS
4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052713
PROPERTY VALUATION/LISTING PROCESS
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052202
PROPERTY VALUATION/LISTING PROCESS
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054665
PROPERTY VALUATION/LISTING PROCESS
3 hour(s) of Elective Topics for Residential Real Estate
BUSINESS PLANNING

Course Number: 053081
REAL ESTATE BROKERAGE A MANAGEMENT GUIDE
2 hour(s) of Elective Topics for Residential Real Estate
FINANCE

Course Number: 053077
REAL ESTATE FINANCE
3 hour(s) of Elective Topics for Residential Real Estate
REAL ESTATE LAW

Course Number: 053079
REAL ESTATE LAW
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052196
REAL ESTATE LAW
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052711
REAL ESTATE LAW (CRP)
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054953
RENTAL MARKETING
4 hour(s) of Elective Topics for Property Management

Course Number: 055266
RESIDENTIAL REAL ESTATE
4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055268
RESIDENTIAL REAL ESTATE
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052213
SELLING PROCESS
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055280
SELLING PROCESS
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052783
SELLING PROCESS (CRP)
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052295
TECHNOLOGY
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052714
TECHNOLOGY (CRP)
3 hour(s) of Elective Topics for Residential Real Estate

ALPHA COLLEGE OF REAL ESTATE INC OF VA
T/A ALPHA-OMEGA COLLEGE OF REAL ESTATE
2697 INTERNATIONAL PARKWAY #4
VIRGINIA BEACH VA 23452
PH: (757) 427-1740 FAX: (757) 468-9364

AGENCY
Course Number: 052198
AGENCY LAW
3 hour(s) of Mandatory Topics for Residential Real Estate
ACCREDITED BUYER REPRESENTATIVE
Course Number: 052457
AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
ROSE & WOMBLE/AGENCY/WHO DO I REPRESENT
Course Number: 055270
AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
3 HOUR AGENCY CORRESPONDENCE AND INTERNET COURSE
Course Number: 052362
AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052719
AGENCY LAW (CRP)
3 hour(s) of Mandatory Topics for Residential Real Estate
ROSE & WOMBLE BUSINESS PLANNING/PROACTIVE PROSPECTING
Course Number: 055282
BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate
BUSINESS PLANNING AND SETTING GOALS
Course Number: 054659
BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate
THE CRITICAL PATH TO SUCCESSFUL SELLING
Course Number: 052867
BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate
BUSINESS PLANNING
Course Number: 052204
BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate
EXPANDING YOUR MARKET

Course Number: 054893

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate
INNOVATIVE MARKETING TECHNIQUES FOR BUYER REPRESENTATIVES

Course Number: 052831

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate
MOTIVATION OF TODAY'S BUYERS & SELLERS

Course Number: 054660

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052718

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053086

BUSINESS PLANNING SUCCEEDING IN ADVANCE

2 hour(s) of Elective Topics for Residential Real Estate
MOLD, REAL ESTATE AND PROPERTY MANAGEMENT PROFESSIONALS

Course Number: 053386

CONTRACTOR/MAINTENANCE EMPLOYEE RELATIONSHIP

2 hour(s) of Elective Topics for Property Management
REAL ESTATE BOARD NEW REGULATIONS - WHAT YOU NEED TO KNOW

Course Number: 053656

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management
FINANCE

Course Number: 053077

ESSENTIALS OF REAL ESTATE FINANCE

3 hour(s) of Elective Topics for Residential Real Estate
ETHICS & STAND. OF COND/CURRENT INDUST. ISSUES & TRENDS

Course Number: 052192

ETHICS & STAND. OF COND/CURRENT INDUST. ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate
ETHICS

Course Number: 054965

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052717

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate
3 HOUR FAIR HOUSING CLASSROOM

Course Number: 054830

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate
3 HRS FAIR HOUSING CORRESPONDENCE & INTERNET COURSE (CRP)

Course Number: 052219

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052715

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate
REAL ESTATE FINANCE

Course Number: 052194

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate
RESIDENTIAL FINANCE UPDATE

Course Number: 052190

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate
CREATING WEALTH THRU RESIDENTIAL REAL ESTATE INVESTMENT

Course Number: 053814

FINANCE

4 hour(s) of Elective Topics for Residential Real Estate
2 HOUR CREDIT CHALLENGED BUYERS

Course Number: 055985

FINANCE

2 hour(s) of Elective Topics for Residential Real Estate
VIRGINIA FINANCE

Course Number: 052782

FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053083

FUNDAMENTALS OF REAL ESTATE APPRAISAL

3 hour(s) of Elective Topics for Residential Real Estate
1 HOUR LAND USE COURSE

Course Number: 052360

LAND USE ISSUES

1 hour(s) of Elective Topics for Residential Real Estate
LAND USE AND NEW CONSTRUCTION MARKET UPDATE

Course Number: 054663

LAND USE ISSUES

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052712

LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate
2 HOUR LIMITED SERVICE AGENCY INTERNET (CRP)

Course Number: 55992

LIMITED SERVICE AGENCY

2 hour(s) of Mandatory Topics for Residential Real Estate
2 HOUR LIMITED SERVICE AGENCY CLASSROOM COURSE

Course Number: 055994

LIMITED SERVICE AGENCY

2 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052591

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate
CONTRACTS

Course Number: 052206

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate
WRITING EFFECTIVE CONTRACTS, A NEW SOPHISTICATION

Course Number: 052454

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate
R&W BACKWARDS & FORWARDS/KNOW YOUR CONTRACTS

Course Number: 055268

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate
CONTRACT REVISIONS SEMINAR
Course Number: 053115
OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052716
OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate
BLUE PRINT READING
Course Number: 055663
OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
ACTIONS OF THE 2006 VIRGINIA GENERAL ASSEMBLY
Course Number: 055265
OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Property Management
RESIDENTIAL ROOF SYSTEMS/SHINGLES
Course Number: 055274
OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
4 HOURS ENVIRONMENTAL ISSUES
Course Number: 054823
OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
WORKING WITH BUYERS BANKRUPTCY
Course Number: 054836
OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
HOUSE CONSTRUCTION AS A SELLING TOOL
Course Number: 054334
OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
BASICS OF INVESTING IN REAL ESTATE
Course Number: 055284
OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
1 HOUR RENOVATION FINANCE
Course Number: 055973
OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
NARPM TECHNOLOGY RMP

Course Number: 054958
OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Property Management
UNCOVERING HIDDEN PLUMBING DEFECTS

Course Number: 055276
OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
NAVIGATING THE ETHICS OF AGENCY
Course Number: 054839
OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
CREATING WEALTH THRU RESIDENTIAL REAL ESTATE INVESTMENT
Course Number: 053815

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
PREPARING YOUR LISTING FOR THE BUYERS HOME INSPECTION

Course Number: 054960

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
2 HOUR CONTRACT TO CLOSING

Course Number: 054330

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
HOW TO KEEP YOURSELF AND YOUR BROKER OUT OF COURT

Course Number: 054955

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
MASTERING ADVANCED 1031 EXCHANGE CONCEPTS

Course Number: 054666

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
WELLS AND PUMPS

Course Number: 055278

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
IT TAKES ENERGY TO SELL A HOME

Course Number: 054336

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
LEGAL RISK REDUCTION

Course Number: 054668

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
3 HOUR RENOVATION FINANCE

Course Number: 055969

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
1 HOUR ENVIRONMENTAL ISSUES

Course Number: 054961

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
2 HOURS FAIR HOUSING

Course Number: 054822

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
COVER YOUR ASSETS

Course Number: 053995

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Property Management
HOME PROTECTION PROGRAM

Course Number: 054969

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
HOME CONSTRUCTION

Course Number: 054964

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
4 HOUR RENOVATION FINANCE

Course Number: 055971

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
EFFECTIVE NEGOTIATING FOR REAL ESTATE PROFESSIONALS

Course Number: 054967

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
ANATOMY OF A HOME

Course Number: 054832

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
PROPERTY OR BUSINESS INTERRUPTION PLAN FOR REAL ESTATE

Course Number: 053391

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Commercial Real Estate

4 HOUR CONTRACT TO CLOSING

Course Number: 054332

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
2 HOUR RENOVATION FINANCE

Course Number: 055975

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
3 HOUR CONTRACT TO CLOSING

Course Number: 054835

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
STRUCTURAL SYSTEMS, HOW HOUSES WORK II

Course Number: 055665

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
HOW TO STOP THE HOME INSPECTION FROM KILLING THE DEAL

Course Number: 054970

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
3 HOUR HOME WARRANTY CONTRACT DISCLOSURE

Course Number: 054828

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
SENIOR REAL ESTATE SPECIALIST (SRES)

Course Number: 055266

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
1 HOUR HOME WARRANTY CONTRACT DISCLOSURE

Course Number: 054825

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
PICKING UP THE PIECES AFTER FIRE DAMAGE

Course Number: 053398

OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Residential Real Estate
TRUTH ABOUT WATER DAMAGE RESTORATION

Course Number: 053401

OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Property Management
PROPERTY OR BUSINESS INTERRUPTION PLAN FOR REAL ESTATE

Course Number: 053392

OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Property Management
 TRUTH ABOUT WATER DAMAGE RESTORATION
 Course Number: 053400
 OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Residential Real Estate
 MOLD, REAL ESTATE AND PROPERTY MANAGEMENT PROFESSIONALS
 Course Number: 053387
 OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Commercial Real Estate
 TRUTH ABOUT WATER DAMAGE RESTORATION
 Course Number: 053402
 OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Commercial Real Estate
 MOLD, REAL ESTATE AND PROPERTY MANAGEMENT PROFESSIONALS
 Course Number: 053385
 OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Residential Real Estate
 PROPERTY OR BUSINESS INTERRUPTION PLAN FOR REAL ESTATE
 Course Number: 053393
 OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Residential Real Estate
 PICKING UP THE PIECES AFTER FIRE DAMAGE
 Course Number: 053396
 OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Property Management
 PROPERTY OR BUSINESS INTERRUPTION PLANS FOR REAL ESTATE
 Course Number: 053388
 OTHER REAL ESTATE RELATED COURSE

1 hour(s) of Elective Topics for Residential Real Estate
 PICKING UP THE PIECES AFTER FIRE DAMAGE
 Course Number: 053397
 OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Commercial Real Estate
 CONTRACT TO CLOSING
 Course Number: 053389
 OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Residential Real Estate
 POWER LISTING PRESENTATION
 Course Number: 054665
 PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
 CRS 201: LISTING STRATEGIES
 Course Number: 054972
 PROPERTY VALUATION/LISTING PROCESS

4 hour(s) of Elective Topics for Residential Real Estate
 R& W PROPERTY VALUATION/LISTING PROCESS
 Course Number: 055272
 PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
 WORKING WITH SELLER/PROPERTY VALUATIONS & LISTING PROCESS
 Course Number: 052202
 PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
 Course Number: 052713
 PROPERTY VALUATION/LISTING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053081

REAL ESTATE BROKERAGE A MANAGEMENT GUIDE

2 hour(s) of Elective Topics for Residential Real Estate

REAL ESTATE LAW

Course Number: 052196

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053079

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052711

REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

NARPM MARKETING PPM COURSE

Course Number: 054953

RENTAL MARKETING

4 hour(s) of Elective Topics for Property Management

ROSE & WOMBLE SELLING PROCESS/CONTRACT TO CLOSE

Course Number: 055280

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

CONTRACTS

Course Number: 052213

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

SELLING PROCESS 3 HOURS

Course Number: 052783

SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

TECHNOLOGY

Course Number: 052295

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052714

TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

AMERICAN BUSINESS COLLEGE INC

9156 SOUTH FEDERAL HWY

PORT SAINT LUCIE FL 34952

PH: (772) 337-1143 FAX: (772) 337-0734

Course Number: 054169

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054167

FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

VIRGINIA REAL ESTATE:LAND USE ISSUES (CRP)

Course Number: 054165

LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054166

PROPERTY VALUATION/LISTING PROCESS(CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054168

SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054170

TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

AVERY HESS ACADEMY OF REAL ESTATE

2301 GALLOWS ROAD

STE 230

DUNN LORING VA 22027

PH: (703) 723-3600 FAX: (703) 723-3720

REAL ESTATE AGENCY AND AGENCY LAW

Course Number: 054337

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

VA REAL ESTATE: AGENCY LAW (CRP)

Course Number: 055116

AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 055142

APPRAISALS/STRUCTURES & CONSTRUCTION PROCESS/UNIFORM STATE

4 hour(s) of Mandatory Topics for Property Management

Course Number: 055141

BOARD REGULATIONS & STATUTES/ESCROW MANAGEMENT & ACCOUNTING

4 hour(s) of Mandatory Topics for Property Management

BUSINESS PLANNING - THE ROADMAP TO SUCCESS

Course Number: 054790

BUSINESS PLANNING

3 hour(s) of Elective Topics for Residential Real Estate

VA REAL ESTATE: BUSINESS PLANNING (CRP)

Course Number: 055120

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055143

CONTRACT WRITING AND AGENCY (CRP)

4 hour(s) of Mandatory Topics for Property Management

Course Number: 055135

CONTRACT WRITING; HANDLING CUSTOMER DEPOSITS; AGENCY (CRP)

3 hour(s) of Mandatory Topics for Commercial Real Estate

Course Number: 055147

CONTRACTOR/MAINTENANCE EMPLOYEE RELATIONSHIP (CRP)

2 hour(s) of Elective Topics for Property Management

Course Number: 055139

CURRENT INDUSTRY ISSUES AND TRENDS (CRP)

2 hour(s) of Elective Topics for Property Management

LAND DEVELOPMENT (CRP)

Course Number: 055130

DEVELOPMENT (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

VA RE: ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES

Course Number: 055113

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

REALTOR ETHICS AND STANDARDS OF CONDUCT

Course Number: 054339

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054724

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

VA REAL ESTATE: FAIR HOUSING (CRP)

Course Number: 055115

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

FINANCING ESSENTIALS & QUALIFYING THE BUYER

Course Number: 054905

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

VA REAL ESTATE: FINANCE (CRP)

Course Number: 055123

FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055125

FINANCE (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 055131

FRANCHISING (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 055128

GOVERNMENT RELATIONS/GOVERNMENT PROGRAMS (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 055132

HOSPITALITY/ENTERTAINMENT (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

LAND DEVELOPMENT (CRP)

Course Number: 055129

LAND (CRP)

3 hour(s) of Elective Topics for Commercial Real Estate

VA REAL ESTATE: LAND USE ISSUES (CRP)

Course Number: 055118

LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055126

LEASING (CRP)

4 hour(s) of Elective Topics for Commercial Real Estate

LISTING PROPERTY (CRP)

Course Number: 055136

LISTING PROPERTY; LEASING PROPERTY; CURRENT INDUSTRY ISSUES

3 hour(s) of Mandatory Topics for Commercial Real Estate

Course Number: 055134

MARKET RESEARCH (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate

WRITING THE OFFER AND CONTRACT MANAGEMENT

Course Number: 054340

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

VA REAL ESTATE: OFFER TO PURCHASE (CRP)

Course Number: 055117

OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 055127

PROPERTY MANAGEMENT (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate

VA PROPERTY OWNERS' ASSOC ACT & VA CONDOMINIUM ACT (CRP)

Course Number: 055137

PROPERTY OWNERS' AND CONDOMINIUM ASSOC. LAW (CRP)

3 hour(s) of Mandatory Topics for Commercial Real Estate

FROM SIGN UP TO SIGN DOWN-OBTAINING & SERVICING THE LISTING

Course Number: 054791

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

VA REAL ESTATE: PROPERTY VALUATION/LISTING PROCESS

Course Number: 055119

PROPERTY VALUATION/LISTING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

REAL ESTATE LAW AND LEGAL ISSUES

Course Number: 054338

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

VA REAL ESTATE: REAL ESTATE LAW (CRP)

Course Number: 055114

REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 055138

RENTAL MARKETING (CRP)

2 hour(s) of Elective Topics for Property Management

Course Number: 055144

RISK MANAGEMENT (CRP)

4 hour(s) of Mandatory Topics for Property Management

Course Number: 055124

SALES (CRP)

3 hour(s) of Elective Topics for Commercial Real Estate
WORKING WITH A BUYER - THE HOME SELLING PROCESS
Course Number: 054906
SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
VA REAL ESTATE: SELLING PROCESS (CRP)
Course Number: 055122
SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate
APPLIED TECHNOLOGY IN REAL ESTATE

Course Number: 055289
TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate
VA REAL ESTATE: TECHNOLOGY (CRP)
Course Number: 055121
TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055145
TENANT/LANDLORD RELATIONSHIPS (CRP)

2 hour(s) of Elective Topics for Property Management

Course Number: 055146
UNDERSTANDING PROPERTY OWNERS' AND CONDOMINIUM ASSOCIATION
2 hour(s) of Elective Topics for Property Management

Course Number: 055140
VIRGINIA RESIDENTIAL LANDLORD/TENANT ACT AND FAIR HOUSING
4 hour(s) of Mandatory Topics for Property Management

BLUE RIDGE REAL ESTATE SCHOOL
181 GARBER LN
WINCHESTER VA 22602
PH: (540) 667-2606 FAX: (540) 808-4045

NAVIGATING THE ETHICS OF AGENCY
Course Number: 054284
AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
THE REALTOR CODE OF ETHICS-NEW MEMBER ORIENTATION
Course Number: 052307

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS
3 hour(s) of Mandatory Topics for Residential Real Estate
FAIR HOUSING IS FOR EVERYONE
Course Number: 054299
FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate
RENOVATION FINANCING
Course Number: 052442
FINANCE

3 hour(s) of Elective Topics for Residential Real Estate
WRITING EFFECTIVE CONTRACTS
Course Number: 054286
OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

HANDLING MULTIPLE OFFERS IN A TIGHT MARKET

Course Number: 054288

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

WHO KILLED THE DEAL? ASSORTED DEAL AUTOPSIES

Course Number: 054292

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

UNDERSTANDING THE LIMITED SERVICE BROKER

Course Number: 056121

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

FIFTY WAYS TO LOSE YOUR LICENSE

Course Number: 054290

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

DISCLOSURE 101: WHEN TO SPEAK, WHEN TO SHUT UP AND WHEN TO RUN

Course Number: 056130

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

BORROW WITH CONFIDENCE

Course Number: 054185

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

HANDLING NEW CONSTRUCTION

Course Number: 056123

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

CAREER WEBSCHOOL

3100 CUMBERLAND BOULEVARD

SUITE 1450

ATLANTA GA 30339

PH: (800) 532-7649 FAX: () -

Course Number: 052534

AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052535

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052536

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052533

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

FINANCE (RESIDENTIAL)

Course Number: 052877

FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052531

FINANCE (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 052532

LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052537

OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate
PROPERTY VALUATION/LISTING PROCESS

Course Number: 052875

PROPERTY VALUATION/LISTING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate
REAL ESTATE LAW

Course Number: 052876

REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate
SELLING PROCESS

Course Number: 052874

SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052530

TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

CENTRAL VIRGINIA SCHOOL OF REAL ESTATE

550 HILLSDALE DRIVE

CHARLOTTESVILLE VA 22901

PH: (434) 817-2397 FAX: (434) 817-2836

AGENCY LAW

Course Number: 052254

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
POST LICENSING RESIDENTIAL MANDATORY

Course Number: 054887

AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate
RUNNING A PROFIT AND LOSS

Course Number: 054793

BUSINESS PLANNING

1 hour(s) of Elective Topics for Residential Real Estate
ROAD MAP FOR SUCCESS

Course Number: 054795

BUSINESS PLANNING

1 hour(s) of Elective Topics for Residential Real Estate
LEAD GENERATION AND TRACKING

Course Number: 054797

BUSINESS PLANNING

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052677

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

FIFTY WAYS TO LOSE YOUR LICENSE

Course Number: 055903

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

LEGAL UPDATE

Course Number: 054522

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

DO NOT CALL

Course Number: 052345

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

MANDATORY ETHICS (CRP)

Course Number: 053590

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

POST LICENSING RESIDENTIAL MANDATORY

Course Number: 054891

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

CAAR ETHICS

Course Number: 052434

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

FAIR HOUSING IS FOR EVERYONE

Course Number: 054353

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

FAIR HOUSING ADVERTISING

Course Number: 054564

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

FAIR HOUSING OPENS DOORS

Course Number: 054514

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

FAIR HOUSING

Course Number: 052258

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

FAIR HOUSING

Course Number: 052937

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

POST LICENSING RESIDENTIAL

Course Number: 054888

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

BUILD YOUR FINANCIAL HOUSE: MANAGE MONEY AND CREATE WEALTH LIKE A BANK

Course Number: 055784

FINANCE

2 hour(s) of Elective Topics for Residential Real Estate

FINANCE

Course Number: 053088

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate
LESSONS FOR A LIFETIME OF INVESTING

Course Number: 055624

FINANCE

1 hour(s) of Elective Topics for Residential Real Estate
HOW TO CLOSE MORE SALES

Course Number: 054512

FINANCE

1 hour(s) of Elective Topics for Residential Real Estate
THINKING IN REVERSE: HOW A REVERSE MORTGAGE HELPS THE SENIOR HOME
OWNER/BUYER

Course Number: 055805

FINANCE

1 hour(s) of Elective Topics for Residential Real Estate
1031 EXCHANGE: WHAT YOU NEED TO KNOW FOR YOUR INVESTOR CLIENT

Course Number: 055722

FINANCE

1 hour(s) of Elective Topics for Residential Real Estate
PERSONAL BUDGETING

Course Number: 054799

FINANCE

1 hour(s) of Elective Topics for Residential Real Estate
INTRODUCTION TO HOME PURCHASE FINANCING

Course Number: 054801

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052709

FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052678

FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate
THE FACTS ON UNDERGROUND STORAGE TANKS

Course Number: 054549

LAND USE ISSUES

1 hour(s) of Elective Topics for Residential Real Estate
CONSERVATION EASEMENTS: A WORKSHOP FOR REAL ESTATE PROFESSIONALS

Course Number: 052743

LAND USE ISSUES

1 hour(s) of Elective Topics for Residential Real Estate
CONSERVATION PLANNING FOR RURAL LAND

Course Number: 054934

LAND USE ISSUES

2 hour(s) of Elective Topics for Residential Real Estate
CONSERVATION REAL ESTATE

Course Number: 054937

LAND USE ISSUES

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052599

LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate
WRITING EFFECTIVE CONTRACTS

Course Number: 054524

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate
UNDERSTANDING CONTRACTS AND CONTRACT WRITING

Course Number: 052252

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate
POST LICENSING RESIDENTIAL MANDATORY (CRP)

Course Number: 054890

OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate
UNDERSTANDING AND SELLING THE CONDOMINIUM AND THE POA

Course Number: 055905

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
CONSERVATION REAL ESTATE FIELD COURSE

Course Number: 055793

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
CONSERVATION PLANNING FOR RURAL LAND

Course Number: 054935

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
AFFORDABLE HOUSING PROGRAMS:WHAT REALTORS NEED TO KNOW

Course Number: 056040

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
CONSERVATION EASEMENT TAX BENEFITS

Course Number: 056050

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
DOLLARS AND SENSE OF CONSERVATION EASEMENTS

Course Number: 055723

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
ADVANCED CONSERVATION REAL ESTATE

Course Number: 055794

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
REAL ESTATE TAX ISSUES DESIGNED FOR REALTORS

Course Number: 054282

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
UNDERSTANDING AND SELLING THE CONDOMINIUM AND THE POA

Course Number: 055810

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
CONSERVATION REAL ESTATE

Course Number: 054938

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
HANDLING MULTIPLE OFFERS IN A TIGHT MARKET

Course Number: 054547

OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052598

PROPERTY VALUATION/LISTING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate
REAL ESTATE LAW/LEGAL UPDATE

Course Number: 052451

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
THE FACTS ON UNDERGROUND STORAGE TANKS

Course Number: 053511

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
POST LICENSING RESIDENTIAL MANDATORY (CRP)

Course Number: 054889

REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate
FROM CONTRACT TO CLOSING: EARNING YOUR FEE BY PROTECTING YOUR CLIENT

Course Number: 055907

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052679

SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate
HOME COMPUTER & NETWORK SECURITY

Course Number: 054551

TECHNOLOGY

1 hour(s) of Elective Topics for Residential Real Estate
REALTOR SECURE

Course Number: 054566

TECHNOLOGY

1 hour(s) of Elective Topics for Residential Real Estate
MAXIMIZING YOUR REAL ESTATE CONTRACT MANAGEMENT SYSTEM

Course Number: 055927

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate
50 TECH TIPS IN 50 MINUTES

Course Number: 054568

TECHNOLOGY

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052676

TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

CITY OF ROANOKE FAIR HOUSING BOARD

215 CHURCH AVE SW ROOM 162

ROANOKE VA 24011

PH: (540) 853-5647 FAX: (540) 853-6597

FAIR HOUSING COMPLIANCE MADE SIMPLE

Course Number: 055341

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

CLASS ACT REAL ESTATE EDUCATION CENTER

10217 REDBRIDGE ROAD

RICHMOND VA 23236

PH: (804) 794-9782 FAX: () -

FAST BLAST:A JUMP START TO YOUR REAL ESTATE CAREER

Course Number: 055915

BUSINESS PLANNING

4 hour(s) of Elective Topics for Residential Real Estate
A GUIDE TO WORKING WITH BUYERS

Course Number: 055917

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
CLIENT RECOVERY:HOW TO SAVE A POSSIBLE LOST CLIENT

Course Number: 055913

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

CLE INTERNATIONAL

1620 GAYLORD STREET

DENVER CO 80206

PH: (303) 377-6600 FAX: () -

LAND USE LAW

Course Number: 053495

DEVELOPMENT

1 hour(s) of Elective Topics for Commercial Real Estate
LAND USE LAW

Course Number: 053493

LAND

3 hour(s) of Elective Topics for Commercial Real Estate
LAND USE LAW

Course Number: 053494

MARKET RESEARCH

2 hour(s) of Elective Topics for Commercial Real Estate

COLDWELL BANKER RESIDENTIAL BROKERAGE SCHOOL OF REAL ESTATE

3401 COMMISSION CT

STE 101

LAKERIDGE VA 22192

PH: (703) 490-1000 FAX: () -

Course Number: 054463

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 051960

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053667

AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 051956

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052172

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 051968

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053686

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053668

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052444

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 055911

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053741

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052056

FAIR HOUSING & ETHICS & STANDARDS/CURRENT ISSUES & TRENDS

6 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053670

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 051958

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052168

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053689

FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053936

HOT TOPICS: LEGAL AND ETHICAL ISSUES

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052173

LAND USE ISSUES

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053685

LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052032

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052030

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 051954

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052029

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053666

OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054466

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054764

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053678

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054465

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054581

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054461

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055983

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055828

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054570

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053934

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053426

OTHER REAL ESTATE RELATED COURSES

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054572

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052169

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053690

PROPERTY VALUATION/LISTING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052047

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053669

REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052174

RESIDENTIAL MANDATORY TOPICS (ALL 5 TOPICS)

15 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 051955

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052170

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053688

SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054739

TECHNOLOGY

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052171

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 051964

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053687

TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

COLDWELL BANKER RESIDENTIAL BROKERAGE SCHOOL OF REAL ESTATE
7220-B COLUMBIA PIKE

ANNANDALE VA 22003

PH: (703) 256-3636 FAX: (703) 041-7138

THE BUYERS SERVICES SYSTEM

Course Number: 051960

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

REAL ESTATE AGENCY

Course Number: 054463

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

AGENCY LAW IN VIRGINIA (CRP)

Course Number: 053667

AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

BUILDING YOUR BUSINESS

Course Number: 051956

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

POST LICENSING SALES ASSOCIATE TRAINING PROGRAM

Course Number: 052172

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

MARKETING

Course Number: 051968

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053686

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

ETHICS (CRP)

Course Number: 053668

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

ETHICS AND STANDARDS OF PRACTICE

Course Number: 052444

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

FAIR HOUSING-SHARED NEIGHBORHOODS, EQUAL OPPORTUNITIES

Course Number: 055911

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053741

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate
AT HOME WITH DIVERSITY - ONE AMERICA

Course Number: 052056

FAIR HOUSING & ETHICS & STANDARDS/CURRENT ISSUES & TRENDS

6 hour(s) of Mandatory Topics for Residential Real Estate
VIRGINIA FAIR HOUSING (CRP)

Course Number: 053670

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate
POST LICENSING SALES ASSOCIATE TRAINING PROGRAM

Course Number: 052168

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate
FINANCING

Course Number: 051958

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate
VIRGINIA FINANCE (CRP)

Course Number: 053689

FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate
POST LICENSING SALES ASSOCIATE TRAINING PROGRAM

Course Number: 052173

LAND USE ISSUES

1 hour(s) of Elective Topics for Residential Real Estate
VIRGINIA LAND USE ISSUES (CRP)

Course Number: 053685

LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate
NEGOTIATING AGREEMENT

Course Number: 052032

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

PT. 2 UNDERSTANDING & PRESENTING THE "REGIONAL SALES CONTRACT"

Course Number: 052030

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate
UNDERSTANDING & PRESENTING THE "REGIONAL SALES CONTRACT"

Course Number: 051954

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate
PT. 1 UNDERSTANDING & PRESENTING THE "REGIONAL SALES CONTRACT"

Course Number: 052029

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053666

OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate
THE IRC 1031 TAX DEFERRED EXCHANGE

Course Number: 054572

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
ENVIRONMENTAL ISSUES (RADON, ASBESTOS, LEAD-BASED PAINT)

Course Number: 053934

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
REAL PROPERTY RIGHTS AND PUBLIC RECORDS

Course Number: 055828

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
FROM CONTRACT TO CLOSING

Course Number: 054465

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
SETTLEMENT FORM REVIEW

Course Number: 054764

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
CONSUMER RIGHTS AND RENTALS

Course Number: 053678

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
THE ABC'S OF HOME WARRANTY

Course Number: 054466

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
HOT TOPICS: LEGAL AND ETHICAL ISSUES

Course Number: 053936

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
HOME INSPECTION FOR REAL ESTATE AGENTS

Course Number: 054581

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
SAFETY IN REAL ESTATE

Course Number: 054461

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
THE SETTLEMENT PROCESS

Course Number: 054570

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
REAL ESTATE AUCTIONS

Course Number: 055983

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
1031 TAX DEFERRED EXCHANGE AND THE IRS

Course Number: 053426

OTHER REAL ESTATE RELATED COURSES

2 hour(s) of Elective Topics for Residential Real Estate
POST LICENSING SALES ASSOCIATE TRAINING PROGRAM

Course Number: 052169

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053690

PROPERTY VALUATION/LISTING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate
FEDERAL LAWS & THE "DO NOT CALL POLICY"

Course Number: 052047

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
MANDATORY REAL ESTATE LAW (CRP)

Course Number: 053669

REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate
POST LICENSING SALES ASSOCIATE TRAINING PROGRAM

Course Number: 052174

RESIDENTIAL MANDATORY TOPICS (ALL 5 TOPICS)

15 hour(s) of Mandatory Topics for Residential Real Estate
THE SELLERS SERVICE SYSTEM

Course Number: 051955

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
POST LICENSING SALES ASSOCIATE TRAINING PROGRAM

Course Number: 052170

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053688

SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate
CBRB CONTRACTS PROGRAM

Course Number: 054739

TECHNOLOGY

2 hour(s) of Elective Topics for Residential Real Estate
POST LICENSING SALES ASSOCIATE TRAINING PROGRAM

Course Number: 052171

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate
INTRODUCTION TO NETWORK

Course Number: 051964

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate
VIRGINIA TECHNOLOGY (CRP)

Course Number: 053687

TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

COOKE REAL ESTATE SCHOOL HEADQUARTERS INC

4130-16 STREET NORTH

SAINT PETERSBURG FL 33703

PH: (800) 943-9993 FAX: (727) 522-9462

VIRGINIA POST LICENSING - AGENCY LAW (CRP)

Course Number: 053215

AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate
POST LICENSING BUSINESS PLANNING (CRP)

Course Number: 053211

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate
VIRGINIA POST LICENSING ETHICS & STANDARDS OF CONDUCT (CRP)

Course Number: 053219

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

VIRGINIA POST LICENSING - FAIR HOUSING (CRP)

Course Number: 053217

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

VIRGINIA POST LICENSING - FINANCE (CRP)

Course Number: 053214

FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

VIRGINIA POST LICENSING - LAND USE ISSUES (CRP)

Course Number: 053209

LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate

VIRGINIA POST LICENSING - OFFER TO PURCHASE (CRP)

Course Number: 053216

OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

VIRGINIA POST LICENSING - PROPERTY VALUATION/LISTING PROCESS (CRP)

Course Number: 053210

PROPERTY VALUATION/LISTING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

VIRGINIA POST LICENSING - REAL ESTATE LAW (CRP)

Course Number: 053218

REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

VIRGINIA POST LICENSING - SELLING PROCESS (CRP)

Course Number: 053213

SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

VIRGINIA POST LICENSING - TECHNOLOGY (CRP)

Course Number: 053212

TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

COUNCIL OF RESIDENTIAL SPECIALISTS

430 N MICHIGAN AVE

CHICAGO IL 60611

PH: (312) 321-4413 FAX: (312) 329-8882

DAILEY REAL ESTATE SCHOOL

P O BOX 316

CALLAO VA 22435

PH: (804) 529-6900 FAX: (804) 529-6990

AGENCY LAW

Course Number: 052964

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

BUSINESS PLANNING

Course Number: 052972

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate
ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS
Course Number: 052967

ETHICS & STANDARDS OF CONDUCT/CURRENT TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate
FAIR HOUSING
Course Number: 053052

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate
FINANCE
Course Number: 052968

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate
LAND USE ISSUES
Course Number: 052973

LAND USE

1 hour(s) of Elective Topics for Residential Real Estate
OFFER TO PURCHASE
Course Number: 052966

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate
PROPERTY VALUATION/LISTING PROCESS
Course Number: 052969

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
REAL ESTATE LAW
Course Number: 052965

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
SELLING PROCESS
Course Number: 052970

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
TECHNOLOGY
Course Number: 052971

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

DEARBORN FINANCIAL PUBLISHING DBA RECAMPUS.COM
30 S WACKER DRIVE SUITE 2500
CHICAGO IL 60606 7481
PH: (312) 894-0757 FAX: (312) 836-1021

VIRGINIA REAL ESTATE: AGENCY LAW (CRP)

Course Number: 052166

AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053581

APPRAISALS/STRUCTURES & CONSTRUCTION PROCESS/UNIFORM STATEWIDE BLDG CODE
(CRP)

4 hour(s) of Mandatory Topics for Property Management

Course Number: 053580

BOARD REGULATIONS & STATUTES/ESCROW MANAGEMENT & ACCOUNTING/ETHICS (CRP)

4 hour(s) of Mandatory Topics for Property Management

VIRGINIA REAL ESTATE: BUSINESS PLANNING (CRP)

Course Number: 052160

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053119

CONSULTING SERVICES (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 053585

CONTRACT WRITING AND AGENCY (CRP)

4 hour(s) of Mandatory Topics for Property Management

Course Number: 053126

CONTRACT WRITING; HANDLING CUSTOMER DEPOSITS; AGENCY (CRP)

3 hour(s) of Mandatory Topics for Commercial Real Estate

Course Number: 053584

CONTRACTOR/MAINTENANCE EMPLOYEE RELATIONSHIP (CRP)

2 hour(s) of Elective Topics for Property Management

Course Number: 053577

CURRENT INDUSTRY ISSUES AND TRENDS (CRP)

2 hour(s) of Elective Topics for Property Management

LAND DEVELOPMENT (CRP)

Course Number: 053124

DEVELOPMENT (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 053121

DEVELOPMENT (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

VA RE: ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

Course Number: 052156

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

VIRGINIA REAL ESTATE: FAIR HOUSING (CRP)

Course Number: 052157

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053125

FINANCE (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate

VIRGINIA REAL ESTATE: FINANCE (CRP)

Course Number: 052161

FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053122

FRANCHISING (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 053120

GOVERNMENT RELATIONS/GOVERNMENT PROGRAMS (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 053116

HOSPITALITY/ENTERTAINMENT (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

LAND DEVELOPMENT (CRP)

Course Number: 053972

LAND (CRP)

3 hour(s) of Elective Topics for Commercial Real Estate

VIRGINIA REAL ESTATE: LAND USE ISSUES (CRP)

Course Number: 052162

LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053128

LEASING (CRP)

4 hour(s) of Elective Topics for Commercial Real Estate

LISTING PROPERTY (CRP)

Course Number: 053127

LISTING PROPERTY; LEASING PROPERTY; CURRENT INDUSTRY ISSUES & TRENDS (CRP)

3 hour(s) of Mandatory Topics for Commercial Real Estate

Course Number: 053123

MARKET RESEARCH (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate

VIRGINIA REAL ESTATE: OFFER TO PURCHASE (CRP)

Course Number: 052158

OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053129

PROPERTY MANAGEMENT (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate

VA PROPERTY OWNERS' ASSOC ACT & VA CONDOMINIUM ACT (CRP)

Course Number: 053117

PROPERTY OWNERS' AND CONDOMINIUM ASSOC LAW (CRP)

3 hour(s) of Mandatory Topics for Commercial Real Estate

VIRGINIA REAL ESTATE: PROPERTY VALUATION/LISTING PROCESS (CRP)

Course Number: 052163

PROPERTY VALUATION/LISTING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

VIRGINIA REAL ESTATE: REAL ESTATE LAW (CRP)

Course Number: 052159

REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053582

RENTAL MARKETING (CRP)

2 hour(s) of Elective Topics for Property Management

Course Number: 053579

RISK MANAGEMENT (CRP)

4 hour(s) of Mandatory Topics for Property Management

Course Number: 053118

SALES (CRP)

3 hour(s) of Elective Topics for Commercial Real Estate
VIRGINIA REAL ESTATE: SELLING PROCESS (CRP)

Course Number: 052164
SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate
VIRGINIA REAL ESTATE: TECHNOLOGY (CRP)

Course Number: 052165
TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053578
TENANT/LANDLORD RELATIONSHIPS (CRP)

2 hour(s) of Elective Topics for Property Management

Course Number: 053583
UNDERSTANDING PROPERTY OWNERS' AND CONDOMINIUM ASSOCIATIONS (CRP)

2 hour(s) of Elective Topics for Property Management

Course Number: 053660
VIRGINIA RESIDENTIAL LANDLORD/TENANT ACT AND FAIR HOUSING (CRP)

4 hour(s) of Mandatory Topics for Property Management

DPOR VIRGINIA FAIR HOUSING OFFICE
3600 WEST BROAD STREET
RICHMOND VA 23230

Course Number: 052568
FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052569
VIRGINIA RESIDENTIAL LANDLORD/TENANT ACT AND FAIR HOUSING

4 hour(s) of Mandatory Topics for Property Management

DULLES AREA REAL ESTATE SCHOOL
803 SYCOLIN ROAD #222
LEESBURG VA 20175
PH: (703) 777-2468 FAX: (703) 771-9787

ACCREDITED BUYERS REPRESENTATION (ABR) CORE COURSE

Course Number: 053513
AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
WHO DO YOU REPRESENT

Course Number: 054360
AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054055
AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

AGENCY LAW (CRP)

Course Number: 053185

AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 056063

APPRAISALS;STRUCTURES & CONSTRUCTION PROCESS; UNIFORM STATEWIDE BUILDING
CODE (CRP)

4 hour(s) of Mandatory Topics for Property Management

Course Number: 056062

BOARD REGULATIONS AND STATUTES; ESCROW MANAGEMENT & ACCOUNTING; ETHICS (CRP)

4 hour(s) of Mandatory Topics for Property Management

HARNESSING THE POWER: PERFORMANCE BASED SKILLS MANAGEMENT

Course Number: 055936

BUSINESS PLANNING

3 hour(s) of Elective Topics for Residential Real Estate

BUSINESS PLANNING, PROSPECTING & PROMOTING

Course Number: 054377

BUSINESS PLANNING

3 hour(s) of Elective Topics for Residential Real Estate

ACCREDITED BUYERS REPRESENTATION (ABR) CORE COURSE

Course Number: 053515

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

BUSINESS PLANNING (CRP)

Course Number: 053194

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054140

CONSULTING SERVICES (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 056064

CONTRACT WRITING AND AGENCY (CRP)

4 hour(s) of Mandatory Topics for Property Management

Course Number: 054133

CONTRACT WRITING/HANDLING CUSTOMER DEPOSITS/AGENCY (CRP)

3 hour(s) of Mandatory Topics for Commercial Real Estate

Course Number: 056066

CONTRACTOR/MAINTENANCE EMPLOYEE RELATIONSHIP (CRP)

2 hour(s) of Elective Topics for Property Management

TOP DEAL KILLERS AND HOW TO AVOID THEM

Course Number: 055717

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

FIFTY WAYS TO LOSE YOUR LICENSE

Course Number: 054223

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

Course Number: 056067

CURRENT INDUSTRY ISSUES AND TRENDS (CRP)

2 hour(s) of Elective Topics for Property Management

DEVELOPMENT (CRP)

Course Number: 055939

DEVELOPMENT

1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054142

DEVELOPMENT (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054141

DEVELOPMENT (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

CURRENT INDUSTRY ISSUES AND TRENDS

Course Number: 052963

DUAL AND DESIGNATED AGENCY: GAINING A NEW SOPHISTICATION

2 hour(s) of Elective Topics for Property Management

ETHICS & STANDARDS OF CONDUCT

Course Number: 052240

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

ETHICS (CRP)

Course Number: 053189

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054058

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

FAIR HOUSING IS FOR EVERYONE

Course Number: 054357

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

FAIR HOUSING (CRP)

Course Number: 053186

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

REAL ESTATE FINANCE USING THE QUALIFIER PLUS CALCULATOR

Course Number: 054851

FINANCE

1 hour(s) of Elective Topics for Residential Real Estate

REAL ESTATE FINANCE USING THE QUALIFIER PLUS CALCULATOR

Course Number: 054853

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

REAL ESTATE FINANCE TODAY

Course Number: 054060

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

REAL ESTATE FINANCING 101, 102 AND BEYOND

Course Number: 054849

FINANCE

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054136

FINANCE (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate

FINANCE (CRP)

Course Number: 053190

FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054145

FRANCHISING (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

GOVERNMENT RELATIONS/GOVERNMENT PROGRAMS (CRP)

Course Number: 055940

GOVERNMENT RELATIONS/GOVERNMENT PROGRAMS

1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054146

GOVERNMENT RELATIONS/GOVERNMENT PROGRAMS (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054144

HOSPITALITY/ENTERTAINMENT (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

LAND & LAND DEVELOPMENT (CRP)

Course Number: 055938

LAND

3 hour(s) of Elective Topics for Commercial Real Estate

LAND USE

Course Number: 054053

LAND USE ISSUES

1 hour(s) of Elective Topics for Residential Real Estate

LAND USE ISSUES (CRP)

Course Number: 053195

LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054137

LEASING (CRP)

4 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054134

LISTING PROPERTY/LEASING PROPERTY/CURRENT INDUSTRY ISSUES & TRENDS (CRP)

3 hour(s) of Mandatory Topics for Commercial Real Estate

Course Number: 054143

MARKET RESEARCH (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate

INTRODUCTION TO CONTRACTS

Course Number: 054385

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

WRITING EFFECTIVE CONTRACTS

Course Number: 055708

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

OFFER TO PURCHASE (CRP)

Course Number: 053188

OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

CONDO'S & CO-OPS

Course Number: 055658

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
LEGAL UPDATES

Course Number: 055715

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
THE TRUTH ABOUT MOLD

Course Number: 055656

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
HARNESSING THE POWER: PERFORMANCE BASED SKILLS MANAGEMENT

Course Number: 055937

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
PROCURING CAUSE

Course Number: 055710

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
DEALING WITH LIMITED SERVICE BROKERS

Course Number: 054383

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
TITLE INSURANCE FOR REAL ESTATE PROFESSIONALS

Course Number: 055660

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
REAL ESTATE INVESTMENT FUNDAMENTALS

Course Number: 055662

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
MANUFACTURED & MODULAR HOUSING

Course Number: 055654

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
PERSONAL SAFETY AND SAFETY PROCEDURES FOR REAL ESTATE

Course Number: 055652

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
ENVIRONMENTAL SURVEY:MOISTURE INTRUSION,MOLD & MORE

Course Number: 055712

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
HOW TO DO A LIKE KIND EXCHANGE OF REAL ESTATE

Course Number: 054847

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
ADVANCED 1031 EXCHANGES

Course Number: 056034

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054138

PROPERTY MANAGEMENT (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054135

PROPERTY OWNERS' & CONDOMINIUM ASSOC LAW (CRP)

3 hour(s) of Mandatory Topics for Commercial Real Estate
LISTING PRESENTATIONS THAT WILL KNOCK THEIR SOCKS OFF

Course Number: 054359

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
PROPERTY VALUATION/LISTING PROCESS (CRP)

Course Number: 053191

PROPERTY VALUATION/LISTING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054054

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
ACCREDITED BUYERS REPRESENTATION (ABR) CORE COURSE

Course Number: 053514

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
REAL ESTATE LAW (CRP)

Course Number: 053187

REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 056068

RENTAL MARKETING (CRP)

2 hour(s) of Elective Topics for Property Management

Course Number: 056065

RISK MANAGEMENT (CRP)

4 hour(s) of Mandatory Topics for Property Management

Course Number: 054139

SALES (CRP)

3 hour(s) of Elective Topics for Commercial Real Estate
ABR ELECTIVE: INNOVATIVE MKTG TECHNIQUES FOR BUYER REPS

Course Number: 054241

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
FROM CONTRACT TO CLOSING: EARNING YOUR FEE BY PROTECTING YOUR CLIENT

Course Number: 055719

SELLING PROCESS

2 hour(s) of Elective Topics for Residential Real Estate
TOTAL AGENT SERIES: TECHNIQUES OF BUYER REPRESENTATION

Course Number: 054373

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
SELLING PROCESS (CRP)

Course Number: 053192

SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate
TECHNOLOGY: A MUST HAVE IN THE 21ST CENTURY

Course Number: 054375

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate
ABR ELECTIVE: E-BUYER

Course Number: 053517

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

TECHNOLOGY (CRP)

Course Number: 053193

TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 056069

TENANT/LANDLORD RELATIONSHIPS (CRP)

2 hour(s) of Elective Topics for Property Management

Course Number: 056070

UNDERSTANDING PROPERTY OWNERS' AND CONDOMINIUM ASSOCIATIONS (CRP)

2 hour(s) of Elective Topics for Property Management

Course Number: 056060

VIRGINIA RESIDENTIAL LANDLORD/TENANT ACT AND FAIR HOUSING (CRP)

4 hour(s) of Mandatory Topics for Property Management

ED SMITH REAL ESTATE SCHOOL

P O BOX 371

OCEAN CITY MD 21843 0371

PH: (410) 213-2700 FAX: (410) 213-2638

Course Number: 052989

AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052990

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052996

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052995

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053050

FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052993

FINANCE (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 052994

LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052997

OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053048
PROPERTY VALUATION/LISTING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053049
REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053047
SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052992
TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

EDUCATIONAL SERVICES INC
T/A MILLENNIUM SCHOOL OF REAL ESTATE
1400 KEMPSVILLE RD
CHESAPEAKE VA 23320
PH: (757) 436-4336 FAX: (757) 548-6899

Course Number: 052737
AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054007
BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052741
BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

ETHICS AND REAL ESTATE

Course Number: 052292

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052730

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052738
FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

REAL ESTATE FINANCE

Course Number: 054414

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

REAL ESTATE FINANCE TODAY

Course Number: 052289

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052724
FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054003
LAND USE

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052721
LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052739
OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054006
PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052722
PROPERTY VALUATION/LISTING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052726
REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054005
SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052725
SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054004
TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052723
TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

ELLIOTT & COMPANY APPRAISERS
3316-A BATTLEGROUND AVENUE
GREENSBORO NC 27410
PH: (336) 854-3075 FAX: (336) 854-7734

NUTS AND BOLTS OF APPRAISING
Course Number: 053091
LAND

3 hour(s) of Elective Topics for Commercial Real Estate

NUTS AND BOLTS OF APPRAISING
Course Number: 053093

LAND USE ISSUES

1 hour(s) of Elective Topics for Residential Real Estate

NUTS AND BOLTS OF APPRAISING

Course Number: 053092

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

FAIRFAX REALTY TRAINING CENTER

8381 OLD COURTHOUSE RD

SUITE 150

VIENNA VA 22182

PH: (703) 752-0703 FAX: (703) 752-0706

AGENCY

Course Number: 055879

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

BASIC ETHICS

Course Number: 055881

ETHICS & STANDARDS OF CONDUCT

3 hour(s) of Mandatory Topics for Residential Real Estate

FAIR HOUSING

Course Number: 055900

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

OFFER TO PURCHASE

Course Number: 055883

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

THE LISTING PROCESS

Course Number: 055979

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

BUILDING THE BUSINESS II

Course Number: 055981

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

BUILDING THE BUSINESS I

Course Number: 055977

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

PROPERTY VALUATION

Course Number: 055860

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

REAL ESTATE LAW

Course Number: 055857

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

SELLING PROCESS

Course Number: 055898

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

GOLD COAST PROFESSIONAL SCHOOLS

T/A REALESTATESCHOOL.COM
5600 HIATUS RD
FORT LAUDERDALE FL 33321
PH: (866) 666-1837 FAX: (407) 880-2116

Course Number: 053261
AGENCY LAW (CRP)
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053254
BUSINESS PLANNING (CRP)
2 hour(s) of Elective Topics for Residential Real Estate
COMMERCIAL ALTERNATIVE REAL ESTATE PRACTICES (CRP)

Course Number: 053965
CONSULTING SERVICES (CRP)
3 hour(s) of Elective Topics for Commercial Real Estate
VA POST LICENSE : MANDATORY COMMERCIAL

Course Number: 053959
CONTRACT WRITING: HANDLING CUSTOMER DEPOSITS: AGENCY (CRP)
3 hour(s) of Mandatory Topics for Commercial Real Estate
POST-LICENSING, COMMERCIAL (CRP)

Course Number: 054294
DEVELOPMENT (CRP)
1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 053955
DEVELOPMENT (CRP) VA POST LIC: COMM DEV & GOVT REG
1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 053954
DEVELOPMENT (CRP)VA POST LIC: COMM DEV & GOVT REG
1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 053258
ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS (CRP)
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053260
FAIR HOUSING (CRP)
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053253
FINANCE (CRP)
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053958
FINANCE (CRP) VA POST LIC: COMM SALES & FINANCE
2 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 053964
FRANCHISING (CRP) VA POST LIC: COMM ALTERNATIVE RE PRACT
1 hour(s) of Elective Topics for Commercial Real Estate
VA POST LICENSE: COMM DEV. & GOVT REGULATIONS

Course Number: 053963
GOVERNMENT REALTIONS/GOVERNMENT PROGRAMS (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

POST-LICENSING, COMMERCIAL, (CRP)

Course Number: 054293

GOVERNMENT RELATIONS/GOVERNMENT PROGRAMS (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

VA POST LICENSE : COMM ALTERNATIVE RE PRACTICES

Course Number: 053966

HOSPITALITY/ENTERTAINMENT (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

POST-LICENSING, LAND DEVELOPMENT (CRP)

Course Number: 054295

LAND (CRP)

3 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 053256

LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053953

LEASING (CRP)VA POST LIC COMM LEASING & PROP MTG

4 hour(s) of Elective Topics for Commercial Real Estate

VA POST LIC: MANDATORY COMMERCIAL

Course Number: 053960

LISTING, LEASING PROPERTY: CURRENT INDUST ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Commercial Real Estate

Course Number: 053962

MARKET RESEARCH (CRP) VA POST LIC:COMM ALTERNATIVE RE PRACT

2 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 053262

OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053956

PROPERTY MANAGEMENT (CRP) VA POST LIC: COMM LEASING & PROP MTG

2 hour(s) of Elective Topics for Commercial Real Estate

VA POST LICENSE: MANDATORY COMMERCIAL

Course Number: 053961

PROPERTY OWNER'S & CONDOMINIUM ASSOC. LAW (CRP)

3 hour(s) of Mandatory Topics for Commercial Real Estate

Course Number: 053257

PROPERTY VALUATION/LISTING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053259

REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053957

SALES (CRP) VA POST LIC: COMM SALES & FINANCE

3 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 053252

SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053255

TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

GSH TRAINING CO.

582 LYNNHAVEN PARKWAY #400

VIRGINIA BEACH VA 23452

PH: (757) 490-6500 FAX: (757) 490-6593

Course Number: 052592

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052585

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

THE CODE OF ETHICS

Course Number: 055365

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

THE CODE OF ETHICS

Course Number: 055542

ETHICS AND STANDARDS OF CONDUCT

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052594

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

REAL ESTATE FINANCE

Course Number: 054062

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053589

LAND USE ISSUES

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052587

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

MANAGING RISK EFFECTIVELY

Course Number: 055543

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

WHO KILLED THE DEAL? ASSORTED DEAL AUTOPSIES

Course Number: 054002

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053587

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053358

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

INVESTORS TITLE INSURANCE COMPANY

121 NORTH COLUMBIA ST

CHAPEL HILL NC 27515 2687

PH: (919) 968-2200 FAX: (919) 968-2219

THE NUTS AND BOLTS OF A LIKE-KIND EXCHANGE

Course Number: 055326

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Commercial Real Estate

NUTS AND BOLTS OF A LIKE-KIND EXCHANGE

Course Number: 055327

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

JAMES M TALENS

6017 WOODLEY RD

MC LEAN VA 22101

PH: (703) 241-1144 FAX: () -

INTRODUCTION TO REAL ESTATE SPANISH

Course Number: 054621

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

KAPLAN REAL ESTATE SCHOOLS

30 SOUTH WACKER DR STE 2400

CHICAGO IL 60606

PH: (312) 894-0320 FAX: (312) 836-1146

Course Number: 052608

AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 055506

APPRAISALS/STRUCTURES & CONSTRUCTION PROCESS/UNIFORM STATE

4 hour(s) of Mandatory Topics for Property Management

Course Number: 055505

BOARD REGULATIONS & STATUTES/ESCROW MANAGEMENT & ACCOUNTING

4 hour(s) of Mandatory Topics for Property Management

Course Number: 052601

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055515
CONSULTING SERVICES (CRP)
1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 055511
CONTRACT WRITING AND AGENCY (CRP)
4 hour(s) of Mandatory Topics for Property Management

Course Number: 055522
CONTRACT WRITING; HANDLING CUSTOMER DEPOSITS; AGENCY (CRP)
3 hour(s) of Mandatory Topics for Commercial Real Estate

Course Number: 055510
CONTRACTOR/MAINTENANCE EMPLOYEE RELATIONSHIP (CRP)
2 hour(s) of Elective Topics for Property Management

Course Number: 055502
CURRENT INDUSTRY ISSUES AND TRENDS (CRP)

2 hour(s) of Elective Topics for Property Management

LAND DEVELOPMENT (CRP)
Course Number: 055520
DEVELOPMENT (CRP)
1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 055517
DEVELOPMENT (CRP)
1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 052609
ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS (CRP)
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052610
FAIR HOUSING (CRP)
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052602
FINANCE (CRP)
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055521
FINANCE (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 055518
FRANCHISING (CRP)
1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 055516
GOVERNMENT RELATIONS/GOVERNMENT PROGRAMS (CRP)
1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 055512
HOSPITALITY/ENTERTAINMENT (CRP)
1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 052603
LAND USE ISSUES (CRP)
1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055525
LEASING (CRP)
4 hour(s) of Elective Topics for Commercial Real Estate
LISTING PROPERTY (CRP)
Course Number: 055524
LISTING PROPERTY; LEASING PROPERTY; CURRENT INDUSTRY ISSUE
3 hour(s) of Mandatory Topics for Commercial Real Estate

Course Number: 055519
MARKET RESEARCH (CRP)
2 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 052611
OFFER TO PURCHASE (CRP)
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 055526
PROPERTY MANAGEMENT (CRP)
2 hour(s) of Elective Topics for Commercial Real Estate
VA PROPERTY OWNERS' ASSOC ACT & VA CONDOMINIUM ACT (CRP)
Course Number: 055513
PROPERTY OWNERS' & CONDOMINIUM ASSOC LAW (CRP)
3 hour(s) of Mandatory Topics for Commercial Real Estate

Course Number: 052604
PROPERTY VALUATION/LISTING PROCESS (CRP)
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052607
REAL ESTATE LAW (CRP)
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 055507
RENTAL MARKETING (CRP)
2 hour(s) of Elective Topics for Property Management

Course Number: 055504
RISK MANAGEMENT (CRP)
4 hour(s) of Mandatory Topics for Property Management

Course Number: 055514
SALES (CRP)
3 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 052605
SELLING PROCESS (CRP)
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052606
TECHNOLOGY (CRP)
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055503
TENANT/LANDLORD RELATIONSHIPS (CRP)
2 hour(s) of Elective Topics for Property Management

Course Number: 055508
UNDERSTANDING PROPERTY OWNERS' AND CONDOMINIUM ASSOCIATION
2 hour(s) of Elective Topics for Property Management

Course Number: 055509
VIRGINIA RESIDENTIAL LANDLORD/TENANT ACT AND FAIR HOUSING
4 hour(s) of Mandatory Topics for Property Management

KENDALL TODD INC
212 W MAIN ST STE 317
DURHAM NC 27701
PH: (919) 688-8223 FAX: (919) 882-9888

BORROW SMART
Course Number: 054718
FINANCE
4 hour(s) of Elective Topics for Residential Real Estate

KIRKS' INSTITUTE FOR ADVANCED REAL ESTATE STUDIES
2111 WILSON BLVD
700
ARLINGTON VA 22201
PH: (703) 351-5041 FAX: (703) 961-9107

Course Number: 054129
AGENCY LAW (CRP)
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054125
BUSINESS PLANNING (CRP)
2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054112
CONSULTING SERVICES (CRP)
1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054119
CONTRACT WRITING/HANDLING CUSTOMER DEPOSITS/AGENCY (CRP)
3 hour(s) of Mandatory Topics for Commercial Real Estate

Course Number: 054557
CONTRACT WRITING;HANDLING CUSTOMER DEPOSITS & AGENCY
3 hour(s) of Mandatory Topics for Commercial Real Estate

Course Number: 054114
DEVELOPMENT (CRP)
1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054126

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS (CRP)
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054127
FAIR HOUSING (CRP)
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054118
FINANCE (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054122
FINANCE (CRP)
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054110
FRANCHISING (CRP)
1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054113
GOVERNMENT RELATIONS/GOVERNMENT PROGRAMS (CRP)
1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054109
HOSPITALITY/ENTERTAINMENT (CRP)
1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054131
LAND USE ISSUES (CRP)
1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054115
LEASING (CRP)
4 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054120
LISTING PROPERTY/LEASING PROPERTY/CURRENT INDUSTRY ISSUES & TRENDS (CRP)
3 hour(s) of Mandatory Topics for Commercial Real Estate

Course Number: 054560
LISTING PROPERTY; LEASING PROPERTY; CURRENT INDUSTRY ISSUES & TRENDS
3 hour(s) of Mandatory Topics for Commercial Real Estate

Course Number: 054111
MARKET RESEARCH (CRP)
2 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054130
OFFER TO PURCHASE (CRP)
3 hour(s) of Mandatory Topics for Residential Real Estate

CONTRACTS AND CONTRACT LAW
Course Number: 055347
OTHER REAL ESTATE RELATED
3 hour(s) of Elective Topics for Commercial Real Estate
VIRGINIA LEGAL UPDATE, AGENCY & ETHICS
Course Number: 055171

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Commercial Real Estate

CLIENT ANALYSIS

Course Number: 054819

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Commercial Real Estate

MARKET ANALYSIS

Course Number: 055418

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Commercial Real Estate

STRATEGIC PLANNING

Course Number: 054742

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054116

PROPERTY MANAGEMENT (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054121

PROPERTY OWNERS' & CONDOMINIUM ASSOC LAW/LANDLORD TENANT LAW (CRP)

3 hour(s) of Mandatory Topics for Commercial Real Estate

LAWS AND REGULATIONS

Course Number: 054558

PROPERTY OWNERS' AND CONDOMINIUM ASSOCIATION LAW; LANDLORD TENANT LAW

3 hour(s) of Mandatory Topics for Commercial Real Estate

Course Number: 054132

PROPERTY VALUATION/LISTING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054128

REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054117

SALES (CRP)

3 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054123

SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054124

TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

LAWYERS TITLE INSURANCE CORPORATION

2812 EMERYWOOD PARKWAY

SUITE 200

RICHMOND VA 23294

PH: (804) 775-6854 FAX: (804) 644-0938

DEED WARRANTIES, TENANCIES & DECEDENTS' ESTATES

Course Number: 056043

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate

LONG & FOSTER INSTITUTE OF REAL ESTATE
9321 MIDLOTHIAN TURNPIKE
RICHMOND VA 23235
PH: (804) 794-9650 FAX: () -

Course Number: 052308
AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054979
AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053065
AGENCY LAW IN VIRGINIA (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052701
BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052446
BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054981
BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053071
BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054009
ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053069
ETHICS (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053365
FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054408
FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053574
FINANCE

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052702

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054014

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052091

LAND

3 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 053067

MANDATORY REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052703

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 056047

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052311

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054900

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053068

OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053570

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055944

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053576

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053572

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054895

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054982

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054010

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053568

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052705

PROPERTY VALUATION

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053075

PROPERTY VALUATION COURSE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053364

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054980

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054012

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052313

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052704

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053072

SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052310

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052309

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052312

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053073

VA FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053066

VIRGINIA FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053074

VIRGINIA LAND USE (CRP)

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053070

VIRGINIA TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

LONG & FOSTER INSTITUTE OF REAL ESTATE

46191 WESTLAKE DRIVE

STERLING VA 20165

Course Number: 052308

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054979

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053065

AGENCY LAW IN VIRGINIA (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052701

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052446

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054981

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053071

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054009

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053069
ETHICS (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053365
FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054408
FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053574
FINANCE

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052702
FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054014
FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052091
LAND

3 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 053067
MANDATORY REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052703
OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 056047
OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052311
OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054900
OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053068
OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053570
OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055944
OTHER REAL ESTATE RELATED
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053576
OTHER REAL ESTATE RELATED
4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053572
OTHER REAL ESTATE RELATED
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054895
OTHER REAL ESTATE RELATED
3 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054982
OTHER REAL ESTATE RELATED
1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054010
OTHER REAL ESTATE RELATED
1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053568
OTHER REAL ESTATE RELATED
4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052705
PROPERTY VALUATION
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053075
PROPERTY VALUATION COURSE (CRP)
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053364
PROPERTY VALUATION/LISTING PROCESS
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054980
REAL ESTATE LAW
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054012
REAL ESTATE LAW
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052313
SELLING PROCESS
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052704
SELLING PROCESS
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053072

SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052310

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052309

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052312

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053073

VA FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053066

VIRGINIA FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053074

VIRGINIA LAND USE (CRP)

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053070

VIRGINIA TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

LONG & FOSTER INSTITUTE OF REAL ESTATE

1300 DIAMOND SPRINGS RD

SUITE 102

VIRGINIA BEACH VA 23455

PH: (800) 543-3365 FAX: (301) 975-1035

Course Number: 052308

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054979

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053065

AGENCY LAW IN VIRGINIA (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052701

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052446

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054981

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053071

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054009

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053069

ETHICS (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053365

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054408

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053574

FINANCE

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052702

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054014

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052091

LAND

3 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 053067

MANDATORY REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052703

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 056047

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052311

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054900

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053068

OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053570

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055944

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053576

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053572

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054895

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054982

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054010

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053568

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052705

PROPERTY VALUATION

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053075

PROPERTY VALUATION COURSE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053364

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054980

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054012
REAL ESTATE LAW
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052313
SELLING PROCESS
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052704
SELLING PROCESS
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053072
SELLING PROCESS (CRP)
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052310
TECHNOLOGY
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052309
TECHNOLOGY
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052312
TECHNOLOGY
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053073
VA FINANCE (CRP)
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053066
VIRGINIA FAIR HOUSING (CRP)
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053074
VIRGINIA LAND USE (CRP)
1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053070
VIRGINIA TECHNOLOGY (CRP)
3 hour(s) of Elective Topics for Residential Real Estate

LONG & FOSTER INSTITUTE OF REAL ESTATE
231 GARRISONVILLE RD
STAFFORD VA 22554

Course Number: 052308
AGENCY LAW
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054979

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053065

AGENCY LAW IN VIRGINIA (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052701

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052446

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054981

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053071

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054009

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053069

ETHICS (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053365

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054408

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053574

FINANCE

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052702

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054014

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052091

LAND

3 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 053067

MANDATORY REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052703

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 056047

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052311

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054900

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053068

OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053570

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055944

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053576

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053572

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054895

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054982

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054010

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053568

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052705

PROPERTY VALUATION

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053075

PROPERTY VALUATION COURSE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053364

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054980

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054012

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052313

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052704

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053072

SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052310

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052309

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052312

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053073

VA FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053066

VIRGINIA FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053074

VIRGINIA LAND USE (CRP)

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053070
VIRGINIA TECHNOLOGY (CRP)
3 hour(s) of Elective Topics for Residential Real Estate

LONG & FOSTER INSTITUTE OF REAL ESTATE
INNSBROOK CORPORATE CENTER
4435 WATERFRONT DR
GLEN ALLEN VA 23060
PH: (804) 346-4411 FAX: (804) 346-2239

Course Number: 052308
AGENCY LAW
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054979
AGENCY LAW
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053065
AGENCY LAW IN VIRGINIA (CRP)
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054981
BUSINESS PLANNING
2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052701
BUSINESS PLANNING
2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052446
BUSINESS PLANNING
2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053071
BUSINESS PLANNING (CRP)
2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054009
ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053069
ETHICS (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053365
FAIR HOUSING
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052702
FINANCE
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053574

FINANCE

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054014

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054408

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052091

LAND

3 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 053067

MANDATORY REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 056047

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052311

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052703

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054900

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053068

OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 055944

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053568

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053576

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054895

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 053572

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054010

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054982

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053570

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052705

PROPERTY VALUATION

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053075

PROPERTY VALUATION COURSE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053364

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054980

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054012

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052313

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053072

SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052309

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052310

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052312

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053073

VA FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053066

VIRGINIA FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053074

VIRGINIA LAND USE (CRP)

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053070

VIRGINIA TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

LONG & FOSTER INSTITUTE OF REAL ESTATE

3069 NUTLEY STREET

FAIRFAX VA 22031

PH: (703) 560-9044 FAX: (703) 560-9772

AGENCY

Course Number: 052308

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

ABR CORE COURSE

Course Number: 054979

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

AGENCY LAW (CRP)

Course Number: 053065

AGENCY LAW IN VIRGINIA (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052701

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

BUSINESS PLANNING

Course Number: 052446

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

ABR CORE COURSE

Course Number: 054981

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

BUSINESS PLANNING (CRP)

Course Number: 053071

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054009

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

ETHICS (CRP)

Course Number: 053069

ETHICS (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053365

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

FINANCE IN DETAIL

Course Number: 053574

FINANCE

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052702

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

RESIDENTIAL FINANCING

Course Number: 054014

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054408

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

GUIDE TO LAND INVESTING

Course Number: 052091

LAND

3 hour(s) of Elective Topics for Commercial Real Estate

REAL ESTATE LAW (CRP)

Course Number: 053067

MANDATORY REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

REAL ESTATE CONTRACTS

Course Number: 054900

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

OFFER TO PURCHASE REVISION 1

Course Number: 056047

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

OFFER TO PURCHASE

Course Number: 052311

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

WRITING AN EFFECTIVE CONTRACT

Course Number: 052703

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

OFFER TO PURCHASE (CRP)

Course Number: 053068

OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

BETTER REAL ESTATE PRACTICES

Course Number: 055944

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

HOME PROTECTION PROGRAMS AND RISK REDUCTION

Course Number: 053570

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

FUNDAMENTAL OF COMMERCIAL INVESTMENT REAL ESTATE

Course Number: 054895

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Commercial Real Estate
FINANCE IN DETAIL

Course Number: 053568

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
ABR CORE COURSE

Course Number: 054982

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
THE COMPLETE TRANSACTION

Course Number: 054010

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
ELEMENTS OF ARCHITECTURE

Course Number: 053576

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
FINANCE IN DETAIL

Course Number: 053572

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
PROPERTY VALUATION/LISTING PROCESS (CRP)

Course Number: 053075

PROPERTY VALUATION COURSE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate
THE LISTING PRESENTATION

Course Number: 052705

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053364

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
ABR CORE COURSE

Course Number: 054980

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054012

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
THE SELLING PROCESS

Course Number: 052313

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052704

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
PRESENTING AND NEGOTIATING CONTRACTS

Course Number: 527024

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
SELLING PROCESS (CRP)

Course Number: 053072

SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate
COMPUTER MARKETING AN INTRODUCTION-SOFTWARE, HARDWARE, HANDHELD DEVICES
Course Number: 052310

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate
CREATING CMAS IN REALTY TOOLKIT

Course Number: 052309

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate
REAL ESTATE AND THE INTERNET
Course Number: 052312

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate
FINANCE (CRP)

Course Number: 053073

VA FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate
FAIR HOUSING (CRP)

Course Number: 053066

VIRGINIA FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate
LAND USE ISSUES (CRP)

Course Number: 053074

VIRGINIA LAND USE (CRP)

1 hour(s) of Elective Topics for Residential Real Estate
TECHNOLOGY (CRP)

Course Number: 053070

VIRGINIA TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

MAI INSTITUTE

109 S PITT ST

ALEXANDRIA VA 22314

PH: (703) 549-9292 FAX: () -

AGENCY AGREEMENTS

Course Number: 053382

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
MANAGING YOUR BUSINESS

Course Number: 053381

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate
ETHICS AND INDUSTRY TRENDS

Course Number: 053380

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053794

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate
RESIDENTIAL FINANCE

Course Number: 053378

FINANCE

4 hour(s) of Elective Topics for Residential Real Estate
REGIONAL SALES AGREEMENT
Course Number: 053375
OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate
REGIONAL SALES CONTRACT - 2006 REVISION
Course Number: 055648
OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
REPRESENTING SELLERS
Course Number: 053379
PROPERTY VALUATION/LISTING PROCESS

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054209
REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
WORKING WITH BUYERS
Course Number: 053376
SELLING PROCESS

4 hour(s) of Elective Topics for Residential Real Estate
TECHNOLOGY FOR TODAY'S REALTOR
Course Number: 053795
TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

MBH SETTLEMENT GROUP L C
3050 CHAIN BRIDGE ROAD
SUITE 200
FAIRFAX VA 22030
PH: (703) 277-6836 FAX: (703) 277-6848

AGENCY DEMYSTIFIED
Course Number: 055832
AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
EARNEST MONEY DEPOSITS
Course Number: 055840
OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
A BREAKDOWN OF THE NEW APPRAISAL & FINANCING CONTINGENCIES
Course Number: 056045
OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
THE NEW REGIONAL SALES CONTRACT 2006 IN DEPTH 4P
Course Number: 055554
OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
THE NEW REGIONAL SALES CONTRACT 2006 - A PRIMER
Course Number: 055558
OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
THE NEW REGIONAL SALES CONTRACT 2006
Course Number: 055556
REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

NAVIGATING THE 1999 REGIONAL SALES CONTRACTS & ADDENDUMS

Course Number: 053290

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

UNCONVENTIONAL TRANSACTIONS

Course Number: 053289

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

MCKISSOCK, LP

1211 PENNSYLVANIA AVE EAST

P O BOX 1673

WARREN PA 16365

PH: (800) 328-2008 FAX: (814) 723-7289

VIRGINIA REAL ESTATE: AGENCY LAW (CRP)

Course Number: 055234

AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

VIRGINIA REAL ESTATE: BUSINESS PLANNING (CRP)

Course Number: 055238

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055247

CONSULTING SERVICES (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 055255

CONTRACT WRITING; HANDLING CUSTOMER DEPOSITS; AGENCY (CRP)

3 hour(s) of Mandatory Topics for Commercial Real Estate

LAND DEVELOPMENT (CRP)

Course Number: 055250

DEVELOPMENT (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

VA RE: ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES

Course Number: 055231

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

VIRGINIA REAL ESTATE: FINANCE (CRP)

Course Number: 055245

FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055243

FINANCE (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 055249

FRANCHISING (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 055252

GOVERNMENT RELATIONS/GOVERNMENT PROGRAMS (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 055248
HOSPITALITY/ENTERTAINMENT (CRP)
1 hour(s) of Elective Topics for Commercial Real Estate
LAND DEVELOPMENT (CRP)
Course Number: 055251
LAND (CRP)
3 hour(s) of Elective Topics for Commercial Real Estate
VIRGINIA REAL ESTATE: LAND USE ISSUES (CRP)
Course Number: 055236
LAND USE ISSUES (CRP)
1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055240
LEASING (CRP)
4 hour(s) of Elective Topics for Commercial Real Estate
LISTING PROPERTY (CRP)
Course Number: 055254
LISTING PROPERTY; LEASING PROPERTY; CURRENT INDUSTRY ISSUE
3 hour(s) of Mandatory Topics for Commercial Real Estate

Course Number: 055246
MARKET RESEARCH (CRP)
2 hour(s) of Elective Topics for Commercial Real Estate
VIRGINIA REAL ESTATE: OFFER TO PURCHASE (CRP)
Course Number: 055235
OFFER TO PURCHASE (CRP)
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 055241
PROPERTY MANAGEMENT (CRP)
2 hour(s) of Elective Topics for Commercial Real Estate
VA PROPERTY OWNERS' ASSOC. ACT & VA CONDOMINIUM ACT (CRP)
Course Number: 055253
PROPERTY OWNERS' AND CONDOMINIUM ASSOC.LAW (CRP)
3 hour(s) of Mandatory Topics for Commercial Real Estate

VIRGINIA REAL ESTATE: PROPERTY VALUATION/LISTING PROCESS
Course Number: 055237
PROPERTY VALUATION/LISTING PROCESS (CRP)
3 hour(s) of Elective Topics for Residential Real Estate
VIRGINIA REAL ESTATE: REAL ESTATE LAW (CRP)
Course Number: 055232
REAL ESTATE LAW (CRP)
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 055242
SALES (CRP)
3 hour(s) of Elective Topics for Commercial Real Estate
VIRGINIA REAL ESTATE: SELLING PROCESS (CRP)
Course Number: 055244
SELLING PROCESS (CRP)
3 hour(s) of Elective Topics for Residential Real Estate
VIRGINIA REAL ESTATE: TECHNOLOGY (CRP)
Course Number: 055239
TECHNOLOGY (CRP)
3 hour(s) of Elective Topics for Residential Real Estate

MOSELEY FLINT SCHOOLS OF REAL ESTATE INC

8633 MAYLAND DRIVE, BUILDING D
PARHAM PARK
RICHMOND VA 23294
PH: (804) 270-9121 FAX: (804) 270-6720

ACCREDITED BUYER REPRESENTATIVE

Course Number: 054433

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053522

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053726

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

POST LICENSING AGENCY LAW IN VIRGINIA (CRP)

Course Number: 053631

AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053797

AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

MARKETING TECHNIQUES FOR BUYER REPS - BUSINESS PLANNING

Course Number: 055645

BUSINESS PLANNING

3 hour(s) of Elective Topics for Residential Real Estate

ACCREDITED SELLER REPRESENTATIVE

Course Number: 055003

BUSINESS PLANNING

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053621

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054606

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054317

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

POST LICENSING BUSINESS PLANNING (CRP)

Course Number: 053627

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054319

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

ETHICAL DILEMMAS IN THE REAL ESTATE INDUSTRY

Course Number: 052236

ETHICS AND STANDARDS OF CONDUCT/CRITICAL INDUSTRY ISSUES AND TRENDS (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054064

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053731

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054066

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

MANDATORY 15 HOUR POST LICENSE EDUCATION

Course Number: 053526

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

ACCREDITED BUYER REPRESENTATIVE

Course Number: 054432

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

POST LICENSING ETHICS (CRP)

Course Number: 053634

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053735

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

ACCREDITED BUYER REPRESENTATIVE

Course Number: 054431

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053799

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

POST LICENSING VIRGINIA FAIR HOUSING (CRP)

Course Number: 053632

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

VA REAL ESTATE FINANCING

Course Number: 054313

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054447

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

CREDIT SCORING

Course Number: 054445

FINANCE

2 hour(s) of Elective Topics for Residential Real Estate

ADVANCED MORTGAGE PRODUCTS

Course Number: 054443

FINANCE

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054604

FINANCE

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053617

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054315

FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate
POST LICENSING VIRGINIA FINANCE (CRP)

Course Number: 053624

FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate
VA ZONING AND LAND USE

Course Number: 054309

LAND USE ISSUES

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053622

LAND USE ISSUES

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054311

LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate
POST LICENSING VIRGINIA LAND ISSUES (CRP)

Course Number: 053629

LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate

ACCREDITED BUYER REPRESENTATIVE

Course Number: 054430

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053733

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate
MANDATORY 15 HOUR POST LICENSE EDUCATION

Course Number: 053525

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate
REAL ESTATE CONTRACTS

Course Number: 053991

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate
REAL ESTATE CONTRACTS (CRP)

Course Number: 053993

OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate
POST LICENSING OFFER TO PURCHASE (CRP)

Course Number: 053630

OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054459

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

ADVANCED 1031 EXCHANGES

Course Number: 055922

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054607

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054449

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

CREDIT SCORING

Course Number: 056110

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054451

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054453

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

FUNDAMENTALS OF REAL ESTATE INVESTMENT

Course Number: 055934

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

ACCREDITED SELLER REPRESENTATIVE

Course Number: 055004

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054455

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

ACCREDITED SELLER REPRESENTATIVE

Course Number: 055002

PROPERTY VALUATION/LISTING PROCESS

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053618

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054457

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

POST LICENSING PROPERTY VALUATION/LISTING PROCESS (CRP)

Course Number: 053628

PROPERTY VALUATION/LISTING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053729

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
MANDATORY 15 HOUR POST LICENSE EDUCATION

Course Number: 053524

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
VA REAL ESTATE LAW

Course Number: 053989

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
ACCREDITED BUYER REPRESENTATIVE

Course Number: 054429

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
POST LICENSING REAL ESTATE LAW (CRP)

Course Number: 053633

REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate
VA REAL ESTATE LAW (CRP)

Course Number: 053987

REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate
ACCREDITED SELLER REPRESENTATIVE

Course Number: 055001

SELLING PROCESS

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054437

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
MARKETING TECHNIQUES FOR BUYER REPS - SELLING PROCESS

Course Number: 055646

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053619

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054605

SELLING PROCESS

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054435

SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate
POST LICENSING SELLING PROCESS (CRP)

Course Number: 053625

SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054439

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053620

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054441

TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

POST LICENSING VIRGINIA TECHNOLOGY (CRP)

Course Number: 053626

TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

MOSELEY FLINT SCHOOLS OF REAL ESTATE INC

U S HWY 60, THE ENGLAND HOUSE

P O BOX 228

BUCKINGHAM VA 23921

PH: (434) 969-3000 FAX: (434) 969-4391

ACCREDITED BUYER REPRESENTATIVE

Course Number: 054433

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

MANDATORY 15 HOUR POST LICENSE EDUCATION

Course Number: 053522

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053726

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053631

AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

AGENCY RELATIONSHIPS IN THE REAL ESTATE FIELD (CRP)

Course Number: 053797

AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

VA BUSINESS PLANNING

Course Number: 054317

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

SUCCESSFUL BUYER REPRESENTATIVE - BUSINESS PLANNING

Course Number: 054606

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

MARKETING TECHNIQUES FOR BUYER REPS - BUSINESS PLANNING

Course Number: 055645

BUSINESS PLANNING

3 hour(s) of Elective Topics for Residential Real Estate

ELECTIVE 15 HR POST LICENSE REAL ESTATE EDUCATION

Course Number: 053621

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055003

BUSINESS PLANNING

4 hour(s) of Elective Topics for Residential Real Estate

VA BUSINESS PLANNING (CRP)

Course Number: 054319

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

POST LICENSING BUSINESS PLANNING (CRP)

Course Number: 053627

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

REAL ESTATE CONTRACTS

Course Number: 053991

CONTRACT WRITING/HANDLING CUSTOMER DEPOSITS/AGENCY

3 hour(s) of Mandatory Topics for Residential Real Estate

REAL ESTATE CONTRACTS (CRP)

Course Number: 053993

CONTRACT WRITING/HANDLING CUSTOMER DEPOSITS/AGENCY (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052236

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054064

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053731

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054066

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

MANDATORY 15 HOUR POST LICENSE EDUCATION

Course Number: 053526

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

ACCREDITED BUYER REPRESENTATIVE

Course Number: 054432

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053634

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

ACCREDITED BUYER REPRESENTATIVE

Course Number: 054431

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053735

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053632

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053799

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

VA REAL ESTATE FINANCING

Course Number: 054313

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

POST LICENSING VIRGINIA FINANCE

Course Number: 053624

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

MORTGAGE BASICS SEMINAR

Course Number: 054447

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

ADVANCED MORTGAGE PRODUCTS SEMINAR

Course Number: 054443

FINANCE

2 hour(s) of Elective Topics for Residential Real Estate

CREDIT SCORING SEMINAR

Course Number: 054445

FINANCE

2 hour(s) of Elective Topics for Residential Real Estate

SUCCESSFUL BUYER REPRESENTATIVE - FINANCE

Course Number: 054604

FINANCE

2 hour(s) of Elective Topics for Residential Real Estate

ELECTIVE 15 HR POST LICENSE EDUCATION

Course Number: 053617

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

VA REAL ESTATE FINANCING (CRP)

Course Number: 054315

FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

VA ZONING AND LAND USE

Course Number: 054309

LAND USE ISSUES

1 hour(s) of Elective Topics for Residential Real Estate

ELECTIVE 15 HR POST LICENSE REAL ESTATE EDUCATION

Course Number: 053622

LAND USE ISSUES

1 hour(s) of Elective Topics for Residential Real Estate

VA ZONING AND LAND USE PLANNING (CRP)

Course Number: 054311

LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate

POST LICENSING VIRGINIA LAND USE ISSUES (CRP)

Course Number: 053629

LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate

MANDATORY 15 HOUR POST LICENSE EDUCATION

Course Number: 053525

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053733

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

ACCREDITED BUYER REPRESENTATIVE

Course Number: 054430

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

POST LICENSING OFFER TO PURCHASE (CRP)

Course Number: 053630

OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

VA BASIC REAL ESTATE MATHEMATICS AND CALCULATIONS

Course Number: 054459

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

1031 EXCHANGE

Course Number: 054449

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

ADVANCED 1031 EXCHANGES - POST LICENSING

Course Number: 055922

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

INTERMEDIATE REAL ESTATE MATHEMATICS AND CALCULATIONS

Course Number: 054451

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

ADVANCED REAL ESTATE MATHEMATICS AND CALCULATIONS

Course Number: 054453

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

SUCCESSFUL BUYER REPRESENTATIVE-RELATED

Course Number: 054607

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

FUNDAMENTALS OF REAL ESTATE INVESTMENT

Course Number: 055934

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055004

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

CREDIT SCORING

Course Number: 056110

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

ELECTIVE 15 HR POST LICENSE REAL ESTATE EDUCATION

Course Number: 053618

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055002
PROPERTY VALUATION/LISTING PROCESS
4 hour(s) of Elective Topics for Residential Real Estate
VA PROPERTY VALUATION AND LISTING PROCESS
Course Number: 054455
PROPERTY VALUATION/LISTING PROCESS
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053628
PROPERTY VALUATION/LISTING PROCESS (CRP)
3 hour(s) of Elective Topics for Residential Real Estate
PROPERTY VALUATION AND THE LISTING PROCESS (CRP)
Course Number: 054457
PROPERTY VALUATION/LISTING PROCESS (CRP)
3 hour(s) of Elective Topics for Residential Real Estate
MANDATORY 15 HOUR POST LICENSE EDUCATION
Course Number: 053524
REAL ESTATE LAW
3 hour(s) of Mandatory Topics for Residential Real Estate
ACCREDITED BUYER REPRESENTATIVE
Course Number: 054429
REAL ESTATE LAW
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053729
REAL ESTATE LAW
3 hour(s) of Mandatory Topics for Residential Real Estate
VA REAL ESTATE LAW
Course Number: 053989
REAL ESTATE LAW
3 hour(s) of Mandatory Topics for Residential Real Estate
VA REAL ESTATE LAW (CRP)

Course Number: 053987
REAL ESTATE LAW (CRP)
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053633
REAL ESTATE LAW (CRP)
3 hour(s) of Mandatory Topics for Residential Real Estate
SUCCESSFUL BUYER REPRESENTATIVE - SELLING PROCESS
Course Number: 054605
SELLING PROCESS
2 hour(s) of Elective Topics for Residential Real Estate
MARKETING TECHNIQUES FOR BUYER REPS - SELLER PROCESS
Course Number: 055646
SELLING PROCESS
3 hour(s) of Elective Topics for Residential Real Estate
THE SELLING PROCESS
Course Number: 054437
SELLING PROCESS
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055001
SELLING PROCESS
4 hour(s) of Elective Topics for Residential Real Estate
ELECTIVE 15 HR POST LICENSE REAL ESTATE EDUCATION
Course Number: 053619

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
POST LICENSING SELLING PROCESS

Course Number: 053625

SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate
THE SELLING PROCESS (CRP)

Course Number: 054435

SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate
ELECTIVE 15 HR POST LICENSE REAL ESTATE EDUCATION

Course Number: 053620

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate
REAL ESTATE TECHNOLOGY

Course Number: 054439

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate
ELECTRONIC COMMERCE IN THE REAL ESTATE INDUSTRY (CRP)

Course Number: 052237

TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate
VA REAL ESTATE TECHNOLOGY (CRP)

Course Number: 054441

TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate
POST LICENSING VIRGINIA TECHNOLOGY (CRP)

Course Number: 053626

TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

MOSELEY INSTITUTE

9415 WEST STREET

MANASSAS VA 20110

PH: (877) 667-3539 FAX: (877) 667-8818

Course Number: 053759

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053761

AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 055006

CONTRACT WRITING/HANDLING CUSTOMER DEPOSITS/AGENCY (CRP)

3 hour(s) of Mandatory Topics for Commercial Real Estate
REDEVELOPING BROWNFIELD PROPERTY (CRP)

Course Number: 055008

DEVELOPMENT (CRP)

3 hour(s) of Elective Topics for Commercial Real Estate
DEVELOPING SMARTER COMMUNITIES (CRP)

Course Number: 055010

DEVELOPMENT (CRP)

3 hour(s) of Elective Topics for Commercial Real Estate
 ETHICS & STANDARDS OF CONDUCT
 Course Number: 053781
 ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS
 3 hour(s) of Mandatory Topics for Residential Real Estate
 ETHICS & STANDARDS OF CONDUCT (CRP)
 Course Number: 053779
 ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS (CRP)
 3 hour(s) of Mandatory Topics for Residential Real Estate

 Course Number: 053749
 FAIR HOUSING
 3 hour(s) of Mandatory Topics for Residential Real Estate

 Course Number: 053747
 FAIR HOUSING (CRP)

 3 hour(s) of Mandatory Topics for Residential Real Estate

 Course Number: 053773
 FINANCE
 3 hour(s) of Elective Topics for Residential Real Estate

 Course Number: 053771
 FINANCE (CRP)
 3 hour(s) of Elective Topics for Residential Real Estate
 FRANCHISING FOR BUYERS AND SELLERS (CRP)
 Course Number: 055007
 FRANCHISING (CRP)
 3 hour(s) of Elective Topics for Commercial Real Estate

 Course Number: 053763
 LAND USE ISSUES
 3 hour(s) of Elective Topics for Residential Real Estate
 LAND USE (CRP)
 Course Number: 053769
 LAND USE ISSUES (CRP)
 3 hour(s) of Elective Topics for Residential Real Estate
 LISTING & LEASING PROPERTY IN VIRGINIA (CRP)
 Course Number: 055005
 LISTING PROPERTY/LEASING PROPERTY/CURRENT INDUSTRY ISSUES & TRENDS
 3 hour(s) of Mandatory Topics for Commercial Real Estate

 Course Number: 053777
 OFFER TO PURCHASE
 3 hour(s) of Mandatory Topics for Residential Real Estate

 Course Number: 053775
 OFFER TO PURCHASE (CRP)
 3 hour(s) of Mandatory Topics for Residential Real Estate
 PROPERTY LAW
 Course Number: 053743
 OTHER REAL ESTATE RELATED
 3 hour(s) of Elective Topics for Residential Real Estate
 TAX ASPECTS OF COMMERCIAL REAL ESTATE TRANSFERS
 Course Number: 055013
 OTHER REAL ESTATE RELATED (CRP)
 3 hour(s) of Elective Topics for Commercial Real Estate

APPRAISAL REFORM - EMERGING TRENDS (CRP)

Course Number: 055014

OTHER REAL ESTATE RELATED (CRP)

3 hour(s) of Elective Topics for Commercial Real Estate

BROKER COMPETITION - EMERGING TRENDS (CRP)

Course Number: 055009

OTHER REAL ESTATE RELATED (CRP)

3 hour(s) of Elective Topics for Commercial Real Estate

PROPERTY LAW (CRP)

Course Number: 053745

OTHER REAL ESTATE RELATED (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

COMMERCIAL REAL ESTATE LAW (CRP)

Course Number: 055012

PROPERTY OWNERS' & CONDO ASSOC LAW/LANDLORD TENANT LAW

3 hour(s) of Mandatory Topics for Commercial Real Estate

Course Number: 053765

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053767

PROPERTY VALUATION/LISTING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053757

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053755

REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

REAL ESTATE TECHNOLOGY

Course Number: 053751

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

REAL ESTATE TECHNOLOGY (CRP)

Course Number: 053753

TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

MOSELEY-DICKINSON ACADEMY OF REAL ESTATE

1727 PETERS CREEK ROAD

ROANOKE VA 24017

PH: (540) 562-2575 FAX: (540) 562-2769

Course Number: 054528

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

VA POST LICENSING AGENCY LAW (CRP)

Course Number: 053298

AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 055480

APPRAISALS/STRUCTURERS & CONSTRUCTION PROCESS/UNIFORM STATE
4 hour(s) of Mandatory Topics for Property Management

Course Number: 055479

BOARD REGULATIONS & STATUTES/ESCROW MANAGEMENT & ACCOUNTING
4 hour(s) of Mandatory Topics for Property Management

Course Number: 054543

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate
BUSINESS PLANNING - POST LICENSING (CRP)

Course Number: 053488

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054731

CONSULTING SERVICES (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 055481

CONTRACT WRITING AND AGENCY (CRP)

4 hour(s) of Mandatory Topics for Property Management

Course Number: 054734

CONTRACT WRITING, HANDLING CUSTOMER DEPOSITS; AGENCY (CRP)

3 hour(s) of Mandatory Topics for Commercial Real Estate

Course Number: 054916

CONTRACTOR/MAINTENANCE EMPLOYEE RELATIONSHIP (CRP)

2 hour(s) of Elective Topics for Property Management

Course Number: 054912

CURRENT INDUSTRY ISSUES AND TRENDS (CRP)

2 hour(s) of Elective Topics for Property Management

LAND DEVELOPMENT (CRP)

Course Number: 054737

DEVELOPMENT (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054525

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

2005 ETHICS SEMINAR

Course Number: 054555

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

ETHICS AND STANDARDS OF CONDUCT MANDATORY POST LICENSING COURSE (CRP)

Course Number: 053294

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054527

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

VIRGINIA FAIR HOUSING - VA POST LICENSING MANDATORY HRS (CRP)

Course Number: 053297

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054542

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054744

FINANCE (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate

VIRGINIA FINANCE (CRP)

Course Number: 053485

FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054738

FRANCHISING (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054747

GOVERNMENT RELATIONS/GOVERNMENT PROGRAMS (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054736

HOSPITALITY/ENTERTAINMENT (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

LAND DEVELOPMENT (CRP)

Course Number: 054748

LAND (CRP)

3 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054544

LAND USE ISSUES

1 hour(s) of Elective Topics for Residential Real Estate

VIRGINIA LAND USE ISSUES (CRP)

Course Number: 053491

LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054745

LEASING (CRP)

4 hour(s) of Elective Topics for Commercial Real Estate

LISTING PROPERTY (CRP)

Course Number: 054732

LISTING PROPERTY; LEASING PROPERTY; CURRENT INDUSTRY ISSUE

3 hour(s) of Mandatory Topics for Commercial Real Estate

Course Number: 054733

MARKET RESEARCH (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054529

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

VIRGINIA OFFER TO PURCHASE 3 HR MANDATORY COURSE (CRP)

Course Number: 053295

OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate
CAPITAL GAINS TAX OVERVIEW: POST LICENSING

Course Number: 053793

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
RESIDENTIAL FINANCE: POST LICENSING ELECTIVE

Course Number: 053789

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
RISK REDUCTION

Course Number: 055987

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
EVALUATING RENTAL PROPERTY: POST LICENSING

Course Number: 053788

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
THE SECOND HOME AS A REAL ESTATE INVESTMENT

Course Number: 054344

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
POST LICENSING ELECTIVE: CONTRACTS UPDATE

Course Number: 055345

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
MANAGING RISK: POST LICENSING ELECTIVE

Course Number: 053790

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
POLYZOS V. COTRUPI POST LICENSING ELECTIVE

Course Number: 053671

OTHER REAL ESTATE RELATED COURSE

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054746

PROPERTY MANAGEMENT (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate
VA PROPERTY OWNERS' ASSOC ACT & VA CONDOMINIUM ACT (CRP)

Course Number: 054735

PROPERTY OWNERS' AND CONDOMINIUM ASSOC LAW (CRP)

3 hour(s) of Mandatory Topics for Commercial Real Estate

Course Number: 053490

PROPERTY VALUATION AND LISTING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054541

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054526

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
MANDATORY REAL ESTATE LAW (CRP)

Course Number: 053296
REAL ESTATE LAW (CRP)
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054914
RENTAL MARKETING (CRP)
2 hour(s) of Elective Topics for Property Management

Course Number: 055478
RISK MANAGEMENT (CRP)
4 hour(s) of Mandatory Topics for Property Management

Course Number: 054743
SALES (CRP)
3 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054540
SELLING PROCESS
3 hour(s) of Elective Topics for Residential Real Estate
SELLING PROCESS - POST LICENSING (CRP)

Course Number: 053486
SELLING PROCESS (CRP)
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054539
TECHNOLOGY
3 hour(s) of Elective Topics for Residential Real Estate
VIRGINIA TECHNOLOGY (CRP)
Course Number: 053489
TECHNOLOGY (CRP)
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054913
TENANT/LANDLORD RELATIONSHIP (CRP)
2 hour(s) of Elective Topics for Property Management

Course Number: 054915
UNDERSTANDING PROPERTY OWNERS' AND CONDOMINIUM ASSOC (CRP)
2 hour(s) of Elective Topics for Property Management

Course Number: 055477
VA RESIDENTIAL LANDLORD/TENANT ACT AND FAIR HOUSING (CRP)
4 hour(s) of Mandatory Topics for Property Management

MRCPA CORPORATION
T/A PILLAR TO POST
12904 MIDDLEBROOK RD
CHESTER VA 23831
PH: (804) 370-5092 FAX: (804) 778-7746

IDENTIFYING FURNACE DEFICIENCIES
Course Number: 054772
OTHER REAL ESTATE RELATED
1 hour(s) of Elective Topics for Residential Real Estate
IDENTIFYING STRUCTURAL DEFICIENCIES
Course Number: 054778

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
ELECTRICAL SERVICE SIZE

Course Number: 054780

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
PLUMBING

Course Number: 054779

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
AIR CONDITIONING FOR OLDER HOMES

Course Number: 054777

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
TERMITES - WHERE ARE THEY?

Course Number: 054984

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
OLDER HOMES

Course Number: 054774

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
DAMP BASEMENTS

Course Number: 056036

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
FLAT ROOF SYSTEMS

Course Number: 056052

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
SEPTIC TANKS AND WELLS

Course Number: 054776

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
THE UNSICK HOUSE

Course Number: 054773

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
FIREPLACES

Course Number: 056054

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
UNDERSTANDING NEWER HOMES

Course Number: 054775

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
HOT WATER HEAT

Course Number: 056038

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate

NEW MILLENNIUM UNIVERSITY

5990 KINGSTOWNE TOWNE CENTER

ALEXANDRIA VA 22315

PH: (703) 822-2398 FAX: (703) 313-7110

Course Number: 053638

AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053655

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053636

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053637

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053654

FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053651

LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053635

OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

REAL ESTATE INVESTMENT STRATEGIES

Course Number: 055160

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

LANDLORDING AND PROPERTY MANAGEMENT FOR THE SMALL INVESTORS

Course Number: 054617

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

COACHING FOR THE REAL ESTATE PROFESSIONALS

Course Number: 054619

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

TAX STRATEGIES FOR REAL ESTATE PROFESSIONALS

Course Number: 054618

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

REAL ESTATE INVESTMENT ANALYSIS

Course Number: 055162

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053641

PROPERTY VALUATION/LISTING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054553

REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053640

SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate
TECHNOLOGY....DRIVING YOUR SUCCESS

Course Number: 055552

TECHNOLOGY

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053639

TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

NEW RIVER VALLEY SCHOOL OF REAL ESTATE

811 TRIANGLE STREET

BLACKSBURG VA 24060

PH: (540) 953-0040 FAX: (540) 951-1606

Course Number: 052584

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
DUAL & DESIGNATED AGENCY: GAINING A NEW SOPHISTICATION

Course Number: 054278

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
NAVIGATING THE ETHICS OF AGENCY

Course Number: 054254

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
A NEW LOOK AT BUYER AGENCY: PUTTING THE CLIENT FIRST

Course Number: 055458

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053921

AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053926

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate
PROPERTY MANAGEMENT: TOP 5 THINGS NOT TO DO

Course Number: 055426

CURRENT INDUSTRY ISSUES & TRENDS

2 hour(s) of Elective Topics for Property Management
FIFTY WAYS TO LOSE YOUR LICENSE

Course Number: 054250

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management
DEALING WITH WATER INTRUSION AND MOLD IN VIRGINIA

Course Number: 055464

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

DUAL & DESIGNATED AGENCY:GAINING A NEW SOPHISTICATION

Course Number: 054248

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

PROPERTY MANAGEMENT:HANDLING ESCROW ACCOUNTS

Course Number: 055428

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

THE REAL ESTATE BOARD'S NEW REGULATIONS: WHAT YOU NEED

Course Number: 055470

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

LEGAL UPDATE

Course Number: 054323

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

DO NOT CALL

Course Number: 055450

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

TOP DEAL KILLERS AND HOW TO AVOID THEM

Course Number: 054321

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

Course Number: 053922

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 055468

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND

3 hour(s) of Mandatory Topics for Residential Real Estate

ETHICS AND STANDARDS OF CONDUCT

Course Number: 054355

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052596

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052581

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053923

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

FINANCING BASICS

Course Number: 055288

FINANCE

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053927

FINANCE (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate

FINANCE (RESIDENTIAL)

Course Number: 053931

FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053928

LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate

WRITING EFFECTIVE CONTRACTS: UNDERSTANDING THE VAR PURC

Course Number: 055456

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

TOP DEAL KILLERS AND HOW TO AVOID THEM

Course Number: 054259

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

RISK MANAGEMENT-PAPER TRAIL OF THE SELLING SIDE

Course Number: 054211

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053924

OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

ENVIRONMENTAL SURVEY:MOISTURE INTRUSION,MOLD,UST,RADON

Course Number: 054274

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

THE REAL ESTATE BOARD'S NEW REGULATIONS: WHAT YOU NEED

Course Number: 055472

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate

UNDERSTANDING AND SELLING THE CONDOMINIUM AND THE POA

Course Number: 055424

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

ENVIRONMENTAL SURVEY:MOISTURE INTRUSION,MOLD,UST,RADON

Course Number: 054273

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

RISK MANAGEMENT - PAPER TRAIL OF THE LISTING SIDE

Course Number: 054347

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate

OFFICE POLICY WORKSHOP

Course Number: 054261

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

DEALING WITH LIMITED SERVICE BROKERS

Course Number: 055432

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

A NEW LOOK AT BUYER AGENCY: PUTTING THE CLIENT FIRST

Course Number: 055462

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

NAVIGATING THE ETHICS OF AGENCY

Course Number: 054252

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
COMMERCIAL REAL ESTATE: LEGAL UPDATE

Course Number: 055436

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Commercial Real Estate
THE NEW BANKRUPTCY ABUSE PREVENTION ACT: WHAT RE PROF

Course Number: 055440

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
LEGAL UPDATE

Course Number: 054327

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate

RISK MANAGEMENT-PAPER TRAIL OF THE SELLING SIDE

Course Number: 054212

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
HANDLING MULTIPLE OFFERS IN TIGHT MARKET

Course Number: 054257

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
DO NOT CALL

Course Number: 055452

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
IDENTIFYING STRUCTURAL DEFECTS

Course Number: 054349

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
COMMERCIAL REAL ESTATE: LEGAL UPDATE

Course Number: 055434

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Commercial Real Estate
WRITING EFFECTIVE CONTRACTS:UNDERSTANDING THE VAR PURCHASE

Course Number: 055420

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
FIFTY WAYS TO LOSE YOUR LICENSE

Course Number: 054271

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
PROCURING CAUSE

Course Number: 055448

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
PROMOTE LOSS PREVENTION AWARENESS

Course Number: 054351

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
WHO KILLED THE DEAL? ASSORTED DEAL AUTOPSIES

Course Number: 055454

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

OFFICE POLICY WORKSHOP

Course Number: 054263

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
HANDLING MULTIPLE OFFERS IN A TIGHT MARKET

Course Number: 054256

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
LEGAL UPDATES

Course Number: 054265

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
PROCURING CAUSE: LAW & ETHICS

Course Number: 055430

OTHER REAL ESTATE RELATED COURSE

3 hour(s) of Elective Topics for Residential Real Estate
A NEW DAY FOR BUYER AGENTS

Course Number: 055460

OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Residential Real Estate
THE CODE OF ETHICS: MAKING COMMON SENSE UNDERSTANDABLE

Course Number: 055466

OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053932

PROPERTY VALUATION/LISTING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate
RISK MANAGEMENT - PAPER TRAIL OF THE LISTING SIDE

Course Number: 054346

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
UNDERSTANDING AND SELLING THE CONDOMINIUM AND THE POA

Course Number: 055422

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053929

REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate
FROM CONTRACT TO CLOSING: EARNING YOUR FEE BY PROTECTING YOUR CLIENT

Course Number: 054325

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
FROM CONTRACT TO CLOSING: EARNING YOUR FEE

Course Number: 054269

SELLING PROCESS

2 hour(s) of Elective Topics for Residential Real Estate
FROM CONTRACT TO CLOSING: EARNING YOUR FEE

Course Number: 054267

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
HANDLING NEW CONSTRUCTION

Course Number: 055444

SELLING PROCESS

2 hour(s) of Elective Topics for Residential Real Estate
HANDLING NEW CONSTRUCTION

Course Number: 055442

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053930

SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053925

TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

NORTHERN VA ASSOCIATION OF REALTORS SCHOOL OF REAL ESTATE

8411 ARLINGTON BLVD

P O BOX 586

FAIRFAX VA 22031

PH: (703) 207-3200 FAX: (703) 207-3270

AGENCY LAW

Course Number: 053054

ACCREDITED BUYER REPRESENTATIVE (ABR)

3 hour(s) of Mandatory Topics for Residential Real Estate

BUSINESS PLANNING

Course Number: 053056

ACCREDITED BUYER REPRESENTATIVE (ABR)

2 hour(s) of Elective Topics for Residential Real Estate

REAL ESTATE LAW

Course Number: 053055

ACCREDITED BUYER REPRESENTATIVE (ABR)

3 hour(s) of Mandatory Topics for Residential Real Estate

AGENCY MADE SIMPLE

Course Number: 052772

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

POST LICENSING - DAY 1 (AGENCY, CONTRACTS & ETHICS

Course Number: 054705

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

WHO WORKS FOR WHO

Course Number: 052577

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052617

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052629

AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

POST LICENSING-DAY 4 (BUSINESS PLANNING, FINANCE, TECH

Course Number: 054704

BUSINESS PLANNING

3 hour(s) of Elective Topics for Residential Real Estate

PROSPECTING FOR PROSPERITY

Course Number: 052769

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

EXPANDING YOUR MARKET

Course Number: 054238

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

PATHFINDER SERIES: SESSION 2 THE ROAD TO SUCCESS

Course Number: 053431

BUSINESS PLANNING

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052623

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052620

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

POST LICENSING - DAY 1 (AGENCY, CONTRACTS & ETHICS

Course Number: 054707

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

ETHICS - DON'T BE IN THE WRONG

Course Number: 052570

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052539

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

ETHICS: NEW MEMBER ORIENTATION

Course Number: 052575

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

POST LICENSING-DAY 2 (CONTRACTS, FAIR HOUSING, RE LAW

Course Number: 054708

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

AN OUNCE OF PREVENTION

Course Number: 052572

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052621

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

SENIOR REAL ESTATE SPECIALIST

Course Number: 053466

FINANCE

1 hour(s) of Elective Topics for Residential Real Estate

POST LICENSING-DAY 4 (BUSINESS PLANNING, FINANCE, TECH

Course Number: 054702

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

SHOW ME THE MONEY

Course Number: 052774

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052624

FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052625

LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052579

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

3 HR INTRODUCTION TO CONTRACTS

Course Number: 052223

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

CONTRACTS: OFFER TO PURCHASE

Course Number: 052573

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

INTRODUCTION TO THE NEW REGIONAL SALES CONTRACT

Course Number: 055834

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052618

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

FULL SERVICE REAL ESTATE CONSULTING

Course Number: 056027

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

5 SECRETS OF FINANCIALLY SECURE REALTORS-PART II

Course Number: 056024

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

NEGOTIATION TACTICS IN REAL ESTATE

Course Number: 054992

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

5 SECRETS OF FINANCIALLY SECURE REALTORS-PART 1

Course Number: 056022

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

FULL SERVICE REAL ESTATE CONSULTING

Course Number: 056026

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Commercial Real Estate

NEW REGIONAL SALES CONTRACT

Course Number: 055685

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

MULTI-FAMILY & NON-RESIDENTIAL INVESTMENT FUNDAMENTALS

Course Number: 054420

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Commercial Real Estate

EXPANDING YOUR MARKET

Course Number: 054239

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

FULL SERVICE REAL ESTATE CONSULTING

Course Number: 056028

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Property Management

COACHING FOR THE REAL ESTATE PROFESSIONAL

Course Number: 053357

OTHER REAL ESTATE RELATED COURSE

4 hour(s) of Elective Topics for Residential Real Estate

ADVANCED APPLICATIONS

Course Number: 053314

OTHER REAL ESTATE RELATED COURSE

4 hour(s) of Elective Topics for Residential Real Estate

ENVIRONMENTAL ISSUES

Course Number: 053464

OTHER REAL ESTATE RELATED COURSE

4 hour(s) of Elective Topics for Residential Real Estate

SENIOR REAL ESTATE SPECIALIST

Course Number: 053467

OTHER REAL ESTATE RELATED COURSE

4 hour(s) of Elective Topics for Residential Real Estate

SHARPEN YOUR LISTING SKILLS

Course Number: 052776

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

POST LICENSING-DAY 3 (LISTING PROCESS & SELLING PROCESS

Course Number: 054700

PROPERTY VALUATION/LISTING PROCESS

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052626

PROPERTY VALUATION/LISTING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

LEGAL EAGLE

Course Number: 052698

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

SENIOR REAL ESTATE SPECIALIST

Course Number: 053468

REAL ESTATE LAW

1 hour(s) of Mandatory Topics for Residential Real Estate

POST LICENSING-DAY 2 (CONTRACTS, FAIR HOUSING, RE LAW

Course Number: 054709

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052622

REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

SENIOR REAL ESTATE SPECIALIST

Course Number: 053469

SELLING PROCESS

1 hour(s) of Elective Topics for Residential Real Estate

WORKING WITH BUYERS AND SELLERS

Course Number: 052770

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052619

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

WHEN BAD THINGS HAPPEN

Course Number: 052751

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

POST LICENSING-DAY 3 (LISTING PROCESS & SELLING PROCESS

Course Number: 054701

SELLING PROCESS

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052627

SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

POST LICENSING-DAY 4 (BUSINESS PLANNING, FINANCE, TECH

Course Number: 054703

TECHNOLOGY

1 hour(s) of Elective Topics for Residential Real Estate

TECHNOLOGY DRIVING YOUR SUCCESS

Course Number: 053312

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052628

TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

NORTHERN VIRGINIA APARTMENT ASSOCIATION

333 S GLEBE RD #111

ARLINGTON VA 22204

PH: (703) 671-6777 FAX: (703) 931-5767

YEAR IN REVIEW

Course Number: 052736

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

FAIR HOUSING

Course Number: 052732

VIRGINIA RESIDENTIAL LANDLORD/TENANT ACT AND FAIR HOUSING

3 hour(s) of Mandatory Topics for Property Management

PENINSULA REAL ESTATE SCHOOL

764 MCGUIRE PLACE

NEWPORT NEWS VA 23601

PH: (757) 599-5222 FAX: (757) 596-3911

AGENCY

Course Number: 052075

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

BUSINESS PLANNING

Course Number: 052226

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

LIFE AS A SELF-EMPLOYED REAL ESTATE PROFESSIONAL

Course Number: 053722

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

LEGAL UPDATE

Course Number: 053739

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

FIFTY WAYS TO LOSE YOUR LICENSE

Course Number: 054246

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

ETHICS

Course Number: 052073

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054150

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

FAIR HOUSING

Course Number: 052077

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

MORTGAGE 101

Course Number: 055382

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

REAL ESTATE FINANCE AND TAX UPDATE

Course Number: 053720

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

FINANCE

Course Number: 052394

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

LAND USE ISSUES

Course Number: 052437

LAND USE ISSUES

1 hour(s) of Elective Topics for Residential Real Estate

CONTRACT-OFFERS TO PURCHASE

Course Number: 052433

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

DISCLOSURES/ANTITRUST ISSUES (ONLINE)

Course Number: 055371

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

NIGHT COURT - TERMITE AND MOISTURE ISSUES

Course Number: 053919

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
DISCLOSURES/ANTITRUST ISSUES (CORRESPONDENCE)

Course Number: 055370

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
LEGAL UPDATE

Course Number: 055339

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
DISCLOSURES/ANTITRUST

Course Number: 055372

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
NIGHT COURT - YOU BE THE JUDGE

Course Number: 055706

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

HOW TO KEEP YOURSELF & YOUR BROKER OUT OF COURT

Course Number: 054758

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
AGENCY AND ETHICS IN CONTRACT WRITING

Course Number: 054771

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
HOME WARRANTIES & RISK MANAGEMENT

Course Number: 054171

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
IT TAKES A LOT OF ENERGY TO SELL A HOUSE

Course Number: 054173

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
NIGHT COURT PROCURING CAUSE WITH A TWIST

Course Number: 054770

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
NIGHT COURT - BACK TO THE BASICS OF RISK MANAGEMENT

Course Number: 054591

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
OFFICE POLICY WORKSHOP

Course Number: 054750

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
AGENT PL ELECTIVE COURSE

Course Number: 054785

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
PREPARING YOUR LISTING FOR THE BUYER'S HOME INSPECTION

Course Number: 054760

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
LEADERSHIP & TEAM BUILDING FOR BROKERS MANAGERS

Course Number: 054752

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
DISCLOSURES/LISTING AGREEMENTS & LEGAL UPDATES

Course Number: 054176

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
NIGHT COURT - MARKETPLACE DYNAMICS

Course Number: 055538

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
THE HOME INSPECTION

Course Number: 054762

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
ABR ELECTIVE: NEW HOME SALES

Course Number: 055566

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
HOME CONSTRUCTION

Course Number: 054754

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
TOPICS IN HOME INSPECTION

Course Number: 054756

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
PROPERTY VALUATION/LISTING PROCESS

Course Number: 052392

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
REAL ESTATE LAW

Course Number: 052396

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052589

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
ABR ELECTIVE: INNOVATIVE MARKETING TECHNIQUES FOR BUYERS

Course Number: 055561

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
FROM CONTRACT TO CLOSING: EARNING YOU FEE BY PROTECTING YOUR CLIENT

Course Number: 055564

SELLING PROCESS

2 hour(s) of Elective Topics for Residential Real Estate
THE INTERNET, TECHNOLOGY & THE REAL ESTATE BUSINESS

Course Number: 052440

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

PIEDMONT SCHOOL OF REAL ESTATE

47 GARRETT ST

WARRENTON VA 20186

PH: (540) 347-4866 FAX: (540) 347-2459

UNDERSTANDING VIRGINIA'S AGENCY LAW

Course Number: 052423

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

2005 ETHICS SEMINAR

Course Number: 053608

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

ETHICS & STANDARDS OF CONDUCT

Course Number: 052218

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

NAR QUADRIENNIAL ETHICS TRAINING (CRP)

Course Number: 052763

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

FAIR HOUSING IS FOR EVERYONE

Course Number: 052761

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

FAIR HOUSING - 3 HOURS

Course Number: 052420

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

REAL ESTATE FINANCE

Course Number: 052873

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

REAL ESTATE CONTRACTS

Course Number: 052871

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

THE LAND CONTRACT AND RELATED ISSUES

Course Number: 055809

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

FULL AND FAIR DISCLOSURE FOR VA COMMUNITY ASSOCIATIONS

Course Number: 055637

UNDERSTANDING PROPERTY OWNERS' & CONDOMINIUM ASSOCIATIONS

2 hour(s) of Elective Topics for Property Management

POTOMAC REAL ESTATE INSTITUTE INC

7600 GEORGIA AVE., NW #205

WASHINGTON DC 20012 1616

Course Number: 054727

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

PRINCE WILLIAM ASSOCIATION OF REALTORS REAL ESTATE SCHOOL

9213 CENTER ST
MANASSAS VA 22110
PH: (703) 368-8177 FAX: (703) 368-8977

CONFLICTING INTERESTS IN A REAL ESTATE DEAL

Course Number: 055336

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
DUAL AND DESIGNATED AGENCY: GAINING A NEW SOPHISTICATION

Course Number: 055086

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
WHO DO YOU REPRESENT

Course Number: 053843

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
HOW TO SURVIVE A CHANGING MARKET

Course Number: 056011

BUSINESS PLANNING

3 hour(s) of Elective Topics for Residential Real Estate
GET OFF THE ROLLERCOASTER: CREATING A BUSINESS PLAN

Course Number: 053836

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate
BUSINESS PLANNING: PROSPECTING AND PROMOTION

Course Number: 053831

BUSINESS PLANNING

3 hour(s) of Elective Topics for Residential Real Estate
YOU GET WHAT YOU DESERVE IN REAL ESTATE, YOU GET WHAT YOU NEGOTIATE

Course Number: 052483

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate
A SHIFTING MARKET

Course Number: 055679

BUSINESS PLANNING

1 hour(s) of Elective Topics for Residential Real Estate
THINK YOU WANT TO DO COMMERCIAL REAL ESTATE?

Course Number: 054998

DEVELOPMENT

1 hour(s) of Elective Topics for Commercial Real Estate
VISIONARY DEVELOPMENT

Course Number: 053841

DEVELOPMENT

3 hour(s) of Elective Topics for Commercial Real Estate
TOTAL AGENT SERIES: NEW HOMES AND PROCURING CAUSE

Course Number: 053833

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate
PROCURING CAUSE - WHO SHOOK THE TREE? WHO GATHERED THE APPLES?

Course Number: 053403

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate
MAY BE THE CODE BE WITH YOU

Course Number: 053406

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052484

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 056009

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053818

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

UNVEILING THE WORLD OF FINANCE - PART 1

Course Number: 053838

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

WHAT YOU NEED TO KNOW ABOUT FORECLOSURES

Course Number: 055673

FINANCE

1 hour(s) of Elective Topics for Residential Real Estate

UNVEILING THE WORLD OF FINANCE - PART 2

Course Number: 053837

FINANCE

1 hour(s) of Elective Topics for Residential Real Estate

HOUSING OPPORTUNITIES

Course Number: 053821

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

AFFORDING A HOME TODAY

Course Number: 054652

FINANCE

1 hour(s) of Elective Topics for Residential Real Estate

TOTAL AGENT SERIES: UNVEILING THE WORLD OF FINANCE PART I & II

Course Number: 052305

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

MOANS, GROANS AND LOANS

Course Number: 054646

FINANCE

1 hour(s) of Elective Topics for Residential Real Estate

VISIONARY DEVELOPMENT

Course Number: 053847

LAND USE ISSUES

3 hour(s) of Elective Topics for Residential Real Estate

THE FUTURE OF PRINCE WILLIAM COUNTY DEVELOPMENT

Course Number: 054650

LAND USE ISSUES

3 hour(s) of Elective Topics for Residential Real Estate

THE HOUSE THAT JACK BUILT

Course Number: 053845

LAND USE ISSUES

2 hour(s) of Elective Topics for Residential Real Estate

THINK YOU WANT TO DO COMMERCIAL REAL ESTATE?

Course Number: 054997

LEASING

1 hour(s) of Elective Topics for Commercial Real Estate
WRITING EFFECTIVE CONTRACTS
Course Number: 053834
OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate
CHANGES & REVISIONS TO THE NEW REGIONAL SALES CONTRACT
Course Number: 053110
OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate
IT'S ALL ABOUT THE MONEY!

Course Number: 054638
OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
CHANGES IN THE NEW SALES CONTRACT
Course Number: 055925

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
PROJECTION 2007 & BEYOND
Course Number: 055999

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
POA/CONDO ASSOCIATION UPDATE
Course Number: 055667

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
DON'T HATE: MEDIATE
Course Number: 054656

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
THE GOOD, THE BAD AND THE UGLY: TRENDS AT VREB
Course Number: 054648

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
BROKERS BLEND: WHERE DID THE MONEY GO?
Course Number: 053820

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
WHAT DO THE NUMBERS SAY?
Course Number: 054634

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
MARSHALL LAW: GETTING LEGAL WITH LEM
Course Number: 054644

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
PROFESSIONAL PRE-NUPTIALS FOR PARTNERSHIPS,TEAMS,LLC & FRANCHISES
Course Number: 055786

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
STAYING POWER: SURVIVING A CHANGING MARKET

Course Number: 055331
OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
SPEAKING CODE
Course Number: 054642
OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
DIGGIN AROUND UNDERGROUND: UNDERGROUND STORAGE TANKS
Course Number: 054995
OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
CHANGES IN THE NEW SALES CONTRACT
Course Number: 055751
OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
IMPROVING YOUR NEGOTIATING SKILLS
Course Number: 054632
OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
FEAR FACTOR - ADVERTISING AT ITS WORST
Course Number: 054640
OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
CHANGES IN THE NEW SALES CONTRACT
Course Number: 055753
OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
PROCURING CAUSE
Course Number: 053827
OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
COMMERCIAL REAL ESTATE: LIKE KIND EXCHANGES
Course Number: 053408
OTHER REAL ESTATE RELATED COURSE

3 hour(s) of Elective Topics for Commercial Real Estate
THE WORLD OF CONDO ASSOCIATION
Course Number: 054654
PROPERTY OWNERS' AND CONDOMINIUM ASSOC. LAW

3 hour(s) of Mandatory Topics for Commercial Real Estate
LISTING PRESENTATIONS THAT KNOCK THEIR SOCKS OFF

Course Number: 053784
PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
STAYING POWER: SURVIVING A CHANGING MARKET
Course Number: 055330
PROPERTY VALUATION/LISTING PROCESS

1 hour(s) of Elective Topics for Residential Real Estate
WHAT'S A HOUSE WORTH THESE DAYS
Course Number: 054630
PROPERTY VALUATION/LISTING PROCESS

1 hour(s) of Elective Topics for Residential Real Estate
LANDLORDING IN VIRGINIA
Course Number: 055677
REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
LOOK BEFORE YOU LEAP: PROFESSIONAL PRENUPTIALS FOR PARTNERSHIPS, TEAMS, LLCs &
FRANCHISES
Course Number: 056001
REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
MINIMIZING THE LEGAL SURPRISES
Course Number: 056003
REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
THE WORLD OF CONDO ASSOCIATIONS
Course Number: 055328
REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
THE NEW REGIONAL SALES CONTRACT 2006
Course Number: 055749
REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
SEVEN KEY TAX & FINANCIAL ISSUES
Course Number: 055791
REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
ESCALATION CLAUSES - WHAT THEY ARE AND HOW TO USE THEM
Course Number: 053825
REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
HOW DO I GET PAID

Course Number: 055830
SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
ALL THINGS ENVIRONMENTAL
Course Number: 055946
SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
HOW TO BUY ISLAND HOME: FORECAST OF 2ND HOME MARKET

Course Number: 054628
SELLING PROCESS

1 hour(s) of Elective Topics for Residential Real Estate
CONSUMER: CATALYST OF CHANGE
Course Number: 055669
SELLING PROCESS

1 hour(s) of Elective Topics for Residential Real Estate
USE STAGING TO SUCCESSFULLY SELL YOUR LISTING
Course Number: 055997
SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
DO WE REALLY LOVE OUR SELLERS?
Course Number: 055953
SELLING PROCESS

1 hour(s) of Elective Topics for Residential Real Estate
TOTAL AGENT SERIES: CONTRACT TO SETTLEMENT
Course Number: 052358
SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
GETTING IN TO THE DNA OF GENERATION X (SELLING TO GENERATION X)
Course Number: 052481
SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

TOTAL AGENT SERIES: TECHNIQUES OF BUYER REPRESENTATION
Course Number: 053839
SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
GET THE 411 ON GEN-X
Course Number: 054636

SELLING PROCESS

1 hour(s) of Elective Topics for Residential Real Estate
DO WE REALLY LOVE OUR BUYERS?

Course Number: 055955

SELLING PROCESS

1 hour(s) of Elective Topics for Residential Real Estate
THE NEW HOME ON THE RANGE

Course Number: 055675

SELLING PROCESS

1 hour(s) of Elective Topics for Residential Real Estate
TECHNOLOGY: A MUST HAVE IN THE 21ST CENTURY

Course Number: 053823

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate
CONQUERING THE INTERNET FRONTIER

Course Number: 055681

TECHNOLOGY

1 hour(s) of Elective Topics for Residential Real Estate
TECHNOLOGY GADGETS

Course Number: 055671

TECHNOLOGY

1 hour(s) of Elective Topics for Residential Real Estate
PROTECT YOURSELF AND YOUR ASSETS

Course Number: 055683

TECHNOLOGY

2 hour(s) of Elective Topics for Residential Real Estate
THE BASICS OF THE LANDLORD TENANT ACT

Course Number: 053829

TENANT/LANDLORD RELATIONSHIPS

3 hour(s) of Elective Topics for Property Management

PROVIDENT SCHOOL OF REAL ESTATE

6045 BURKE CENTRE PARKWAY

SUITE 203

BURKE VA 22015

PH: (703) 239-0650 FAX: (703) 239-0605

REAL ESTATE AGENCY

Course Number: 054986

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
IRS CODE 1031 TAX DEFERRED EXCHANGE

Course Number: 054988

FINANCE

1 hour(s) of Elective Topics for Residential Real Estate
RAW LAND: PURCHASE TO CONSTRUCTION

Course Number: 054787

LAND USE ISSUES

2 hour(s) of Elective Topics for Residential Real Estate
THE SETTLEMENT STATEMENT: UNDERSTANDING THE HUD-1

Course Number: 054856

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
THE SETTLEMENT PROCESS - CONTRACT THROUGH CLOSING

Course Number: 054789

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
DEALING WITH PARTIES WHO ARE NOT ACTING ON THEIR OWN BEHALF
Course Number: 054712

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
THE SETTLEMENT PROCESS: WHAT'S NEXT?

Course Number: 054990

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
THE BASICS OF TITLE INSURANCE

Course Number: 055545

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
ENCUMBRANCES, JUDGMENTS AND LIENS

Course Number: 055316

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
THE NEW REGIONAL SALES CONTRACT

Course Number: 055842

SELLING PROCESS

2 hour(s) of Elective Topics for Residential Real Estate

RAPPAHANNOCK COMMUNITY COLLEGE

CAMPUS DRIVE

P O BOX 318

WARSAW VA 22572

PH: (804) 333-6828 FAX: (804) 333-6753

Course Number: 054196

AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054201

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054203

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES(CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054197

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054206

FINANCE (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054202

FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054200

LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054195
OFFER TO PURCHASE (CRP)
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054198
PROPERTY VALUATION/LISTING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054204
REAL ESTATE LAW (CRP)
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054199
SELLING PROCESS (CRP)
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054205
TECHNOLOGY (CRP)
3 hour(s) of Elective Topics for Residential Real Estate

RE/MAX CITYSIDE
7700 LITTLE RIVER TNPK #305
ANNANDALE VA 22003
PH: (703) 642-2651 FAX: (703) 642-5451

CODE OF ETHICS AND STANDARDS OF CONDUCT
Course Number: 055703
ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS
3 hour(s) of Mandatory Topics for Residential Real Estate
FAIR HOUSING
Course Number: 055815
FAIR HOUSING
3 hour(s) of Mandatory Topics for Residential Real Estate

REAL ESTATE CAREER ACADEMY
1671 JEFFERSON DAVIS HWY
SUITE 202
FREDERICKSBURG VA 22401
PH: (540) 373-7711 FAX: (540) 373-0560

Course Number: 053559
AGENCY LAW
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 055301
AGENCY LAW
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 055296
BUSINESS PLANNING
2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052527

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

ENHANCING PROPERTY VALUES THROUGH OUR NATURAL RESOURCES

Course Number: 053556

DEVELOPMENT

1 hour(s) of Elective Topics for Commercial Real Estate

NEW MEMBER ORIENTATION PROGRAM

Course Number: 054297

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

CERTIFIED SALES PROFESSIONAL (CSP)

Course Number: 055303

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053354

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

FAIR HOUSING IS FOR EVERYONE

Course Number: 054342

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

TAX MATTERS IN REAL ESTATE SALES

Course Number: 055319

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

REAL ESTATE FINANCE (CONVENTIONAL & GOV'T LOANS)

Course Number: 052231

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

ENHANCING PROPERTY VALUES THROUGH OUR NATURAL RESOURCES

Course Number: 053557

LAND USE ISSUES

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055294

LAND USE ISSUES

1 hour(s) of Elective Topics for Residential Real Estate

INTRODUCTION TO CONTRACTS

Course Number: 055691

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

PREPARING THE SALES CONTRACT & ADDENDA

Course Number: 052448

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 055292

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

FIFTY WAYS TO LOSE YOUR LICENSE

Course Number: 055080

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

TECHNOLOGY MARKETING

Course Number: 054303

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055293

PROPERTY VALUATION

3 hour(s) of Elective Topics for Residential Real Estate

LISTING PRESENTATIONS, PREPARATIONS, PRACTICE HOME & LAND VALUE DETERMINATIONS

Course Number: 052233

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

LEGAL UPDATE

Course Number: 054301

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 055297

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 055302

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

THE FACTS ON UNDERGROUND STORAGE TANKS

Course Number: 055337

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

LEGAL UPDATES

Course Number: 055812

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 055295

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

REAL ESTATE III SCHOOL OF REAL ESTATE

1160 PEPSI PLACE STE 306

CHARLOTTESVILLE VA 22901

PH: (434) 817-9700 FAX: (434) 817-9709

AGENCY LAW AND PRACTICE

Course Number: 055779

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

FAIR HOUSING LAWS & PRACTICE - FEDERAL & STATE

Course Number: 056019

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

OFFERS, CONTRACT AND RELATED ISSUES: EFFECTIVE CONTRACT WRITING

Course Number: 055781

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

RESPA: THE REAL ESTATE SETTLEMENT PROCEDURES ACT

Course Number: 055844

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate

REAL ESTATE INFORMATION NETWORK INC

4575 BONNEY ROAD SUITE 100

VIRGINIA BEACH VA 23462

PH: (757) 486-2203 FAX: (757) 486-6728

SALES MANAGER ADVISORY COMMITTEE CONTRACT REVISIONS SEM

Course Number: 054843

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate

SALES MANAGER ADVISORY COMMITTEE CONTRACT REVISIONS SEM

Course Number: 054841

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

SALES MANAGER ADVISORY COMMITTEE/FORMS REVIEW SEMINAR

Course Number: 054416

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

REAL ESTATE GRAPHICS MANAGEMENT

Course Number: 054418

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

MLXCHANGE DESIGNER TOOL

Course Number: 053235

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

CONCENTRATION CMA (MLX)

Course Number: 055989

TECHNOLOGY

4 hour(s) of Elective Topics for Residential Real Estate

MLXCHANGE ADVANCED CLASS

Course Number: 053233

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

MLXCHANGE A TO Z

Course Number: 055473

TECHNOLOGY

4 hour(s) of Elective Topics for Residential Real Estate

MLXCHANGE REPORT CUSTOMIZATION

Course Number: 055300

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

INTRODUCTION TO MLXCHANGE

Course Number: 053231

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

RICHMOND APARTMENT MANAGEMENT ASSOCIATION

2812 EMERYWOOD PKWY

SUITE 140

RICHMOND VA 23294

PH: (804) 273-0845 FAX: (804) 747-8465

FAIR HOUSING: PLAYING FAIR IN 2004

Course Number: 052833

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

SHENANDOAH VALLEY TRAINING CENTER

158 FRONT ROYAL PIKE STE 305

WINCHESTER VA 22602

PH: (540) 667-8922 FAX: (540) 667-9796

AGENCY LAW

Course Number: 052908

AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 055187

AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 055185

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

BUSINESS PLANNING

Course Number: 052910

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055191

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND

3 hour(s) of Mandatory Topics for Residential Real Estate

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS

Course Number: 052907

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

VIRGINIA REAL ESTATE: FAIR HOUSING (CRP)

Course Number: 055233

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

FAIR HOUSING

Course Number: 052906

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 055192

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 055189

FINANCE (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate

FINANCE

Course Number: 052904

FINANCE (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate

FINANCE (RESIDENTIAL)

Course Number: 055193

FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055190

LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate

LAND USE ISSUES

Course Number: 052905

LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055194

OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

OFFER TO PURCHASE

Course Number: 052909

OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

TITLE & SETTLEMENT, PART I

Course Number: 055774

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

TITLE & SETTLEMENT, PART II

Course Number: 055776

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

PROPERTY VALUATION/LISTING PROCESS

Course Number: 055183

PROPERTY VALUATION/LISTING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

REAL ESTATE LAW

Course Number: 055184

REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

AUCTIONS 101

Course Number: 055540

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

SELLING PROCESS

Course Number: 055186

SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 055188

TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

TECHNOLOGY

Course Number: 052903

TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

THE CE SHOP INC

P O BOX 9335
FARGO ND 58106 9335
PH: (888) 827-0777 FAX: (701) 293-7875

VA REAL ESTATE: AGENCY LAW (CRP)

Course Number: 055380

AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate
APPRAISALS/STRUCTURES & CONSTRUCTION PROCESS/UNIFORM STATE (CRP)

Course Number: 055411

APPRAISALS/STRUCTURES & CONSTRUCTION PROCESS/UNIFORM STATE

4 hour(s) of Mandatory Topics for Property Management
BOARD REGULATIONS & STATUTES/ESCROW MANAGEMENT & ACCOUNTING (CRP)

Course Number: 055410

BOARD REGULATIONS & STATUTES/ESCROW MANAGEMENT & ACCOUNTING (CRP)

4 hour(s) of Mandatory Topics for Property Management

VA REAL ESTATE: BUSINESS PLANNING (CRP)

Course Number: 055387

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

CONSULTING SERVICES (CRP)

Course Number: 055402

CONSULTING SERVICES (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

CONTRACT WRITING AND AGENCY (CRP)

Course Number: 055412

CONTRACT WRITING AND AGENCY (CRP)

4 hour(s) of Mandatory Topics for Property Management

CONTRACT WRITING;HANDLING CUSTOMER DEPOSITS;AGENCY (CRP)

Course Number: 055404

CONTRACT WRITING;HANDLING CUSTOMER DEPOSITS;AGENCY (CRP)

3 hour(s) of Mandatory Topics for Commercial Real Estate

CONTRACTOR/MAINTENANCE EMPLOYEE RELATIONSHIP (CRP)

Course Number: 055416

CONTRACTOR/MAINTENANCE EMPLOYEE RELATIONSHIP (CRP)

2 hour(s) of Elective Topics for Property Management

CURRENT INDUSTRY ISSUES & TRENDS (CRP)

Course Number: 055408

CURRENT INDUSTRY ISSUES AND TRENDS (CRP)

2 hour(s) of Elective Topics for Property Management

LAND DEVELOPMENT (CRP)

Course Number: 055398

DEVELOPMENT (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

VA RE: ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY

Course Number: 055376

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

VA REAL ESTATE: FAIR HOUSING (CRP)

Course Number: 055379

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

VA REAL ESTATE: FINANCE (CRP)

Course Number: 055393

FINANCE (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate
VA REAL ESTATE: FINANCE (CRP)
Course Number: 055391
FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate
FRANCHISING (CRP)
Course Number: 055400
FRANCHISING (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate
GOVERNMENT RELATIONS/GOVERNMENT PROGRAMS (CRP)
Course Number: 055396
GOVERNMENT RELATIONS/GOVERNMENT PROGRAMS (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate
HOSPITALITY/ENTERTAINMENT (CRP)
Course Number: 055401
HOSPITALITY/ENTERTAINMENT (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate
LAND DEVELOPMENT (CRP)
Course Number: 055397
LAND (CRP)

3 hour(s) of Elective Topics for Commercial Real Estate
VA REAL ESTATE: LAND USE ISSUES (CRP)
Course Number: 055385
LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate

VA REAL ESTATE: LEASING (CRP)
Course Number: 055394
LEASING (CRP)

4 hour(s) of Elective Topics for Commercial Real Estate
LISTING PROPERTY; LEASING PROPERTY; CURRENT INDUSTRY ISSUES (CRP)
Course Number: 055405
LISTING PROPERTY; LEASING PROPERTY; CURRENT INDUSTRY ISSUES

3 hour(s) of Mandatory Topics for Commercial Real Estate
MARKET RESEARCH (CRP)
Course Number: 055403
MARKET RESEARCH (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate
VA REAL ESTATE: OFFER TO PURCHASE (CRP)
Course Number: 055384
OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate
VA REAL ESTATE: PROPERTY MANAGEMENT (CRP)
Course Number: 055395
PROPERTY MANAGEMENT (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate
VA PROPERTY OWNERS' ASSOC ACT & VA CONDOMINIUM ACT (CRP)
Course Number: 055406
PROPERTY OWNERS' & CONDOMINIUM ASSOC LAW (CRP)

3 hour(s) of Mandatory Topics for Commercial Real Estate
VA REAL ESTATE: PROPERTY VALUATION/LISTING PROCESS (CRP)
Course Number: 055386
PROPERTY VALUATION/LISTING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate
VIRGINIA REAL ESTATE: REAL ESTATE (CRP)
Course Number: 055378
REAL ESTATE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

RENTAL MARKETING (CRP)

Course Number: 055407

RENTAL MARKETING (CRP)

2 hour(s) of Elective Topics for Property Management

RISK MANAGEMENT (CRP)

Course Number: 055413

RISK MANAGEMENT (CRP)

4 hour(s) of Mandatory Topics for Property Management

VA REAL ESTATE: SALES (CRP)

Course Number: 055392

SALES (CRP)

3 hour(s) of Elective Topics for Commercial Real Estate

VA REAL ESTATE: SELLING PROCESS (CRP)

Course Number: 055389

SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

VA REAL ESTATE: TECHNOLOGY (CRP)

Course Number: 055388

TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

TENANT/LANDLORD RELATIONSHIPS (CRP)

Course Number: 055414

TENANT/LANDLORD RELATIONSHIPS (CRP)

2 hour(s) of Elective Topics for Property Management

UNDERSTANDING PROPERTY OWNERS' & CONDOMINIUM ASSOCIATION (CRP)

Course Number: 055415

UNDERSTANDING PROPERTY OWNERS' AND CONDOMINIUM ASSOCIATION

2 hour(s) of Elective Topics for Property Management

VA RESIDENTIAL LANDLORD/TENANT ACT & FAIR HOUSING (CRP)

Course Number: 055409

VA RESIDENTIAL LANDLORD/TENANT ACT & FAIR HOUSING (CRP)

4 hour(s) of Mandatory Topics for Property Management

THE CHUCK & BUDDY GROUP LTD

5800 IRON WILLOW CT

ALEXANDRIA VA 22310

PH: (703) 922-8333 FAX: (703) 313-0102

THE PLAN BOOTCAMP-PART I (A BUSINESS PLAN IN ONE DAY)

Course Number: 055534

BUSINESS PLANNING

3 hour(s) of Elective Topics for Residential Real Estate

THE PLAN BOOTCAMP - PART II (A BUSINESS PLAN IN ONE DAY)

Course Number: 055536

BUSINESS PLANNING

3 hour(s) of Elective Topics for Residential Real Estate

FULL SERVICE REAL ESTATE CONSULTING

Course Number: 055528

CONSULTING SERVICES

2 hour(s) of Elective Topics for Commercial Real Estate

FULL SERVICE REAL ESTATE CONSULTING

Course Number: 055530

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Property Management

FULL SERVICE REAL ESTATE CONSULTING

Course Number: 055529

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
5 SECRETS OF FINANCIALLY SECURE REALTORS - PART 11

Course Number: 054922

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
LIMITED SERVICE AGENCY

Course Number: 055931

OTHER REAL ESTATE RELATED

2 hour(s) of Mandatory Topics for Residential Real Estate
LIMITED SERVICE AGENCY

Course Number: 055929

OTHER REAL ESTATE RELATED

2 hour(s) of Mandatory Topics for Commercial Real Estate
5 SECRETS OF FINANCIALLY SECURE REALTORS - PART 1

Course Number: 054920

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
LIMITED SERVICE AGENCY

Course Number: 055930

OTHER REAL ESTATE RELATED (LIMITED SERVICE AGENCY)

2 hour(s) of Mandatory Topics for Property Management
GETTING A PAYCHECK ON EVERY DEAL EVERYTIME

Course Number: 055532

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

THE FREDERICK ACADEMY OF REAL ESTATE

11849 RAMSBURG ROAD

MARRIOTTSTVILLE MD 21104

PH: (800) 854-0950 FAX: (410) 442-1395

Course Number: 052491

AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052496

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052493

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052490

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052498

FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052494

LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052489

OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052495

PROPERTY VALUATION/LISTING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052492

REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052499

SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052497

TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

THE PROFESSIONAL DEVELOPMENT INSTITUTE

2730 UNIVERSITY BLVD

STE 200

WHEATON MD 20902

PH: (301) 949-1771 FAX: (301) 949-5441

Course Number: 054225

AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

AGENCY LAW IN VIRGINIA (CRP)

Course Number: 053695

AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053699

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054234

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054030

CONSULTING SERVICES (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054022

CONTRACT WRITING/HANDLING CUSTOMER DEPOSITS/AGENCY (CRP)

3 hour(s) of Mandatory Topics for Commercial Real Estate

Course Number: 054031

DEVELOPMENT (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054032

DEVELOPMENT (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054229

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

MANDATORY COURSE: ETHICS (CRP)

Course Number: 053692

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY & TRENDS(CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

VIRGINIA FAIR HOUSING (CRP)

Course Number: 053694

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054226

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054230

FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054236

FINANCE (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate

VIRGINIA FINANCE (CRP)

Course Number: 053702

FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054027

FINANCE (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054033

FRANCHISING (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054034

GOVERNMENT RELATIONS/GOVERNMENT PROGRAMS (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054035

HOSPITALITY/ENTERTAINMENT (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

LAND DEVELOPMENT (CRP)

Course Number: 054328

LAND (CRP)

3 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054235

LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate

VIRGINIA LAND ISSUES (CRP)

Course Number: 053697

LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054025

LEASING (CRP)

4 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054024

LISTING PROPERTY/LEASING PROPERTY/CURRENT INDUSTRY ISSUES & TRENDS (CRP)

3 hour(s) of Mandatory Topics for Commercial Real Estate

Course Number: 054028

MARKET RESEARCH (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 053696

OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054228

OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

THE RULES OF FINANCING IN THE NEW REGIONAL SALES CONTRACT

Course Number: 055622

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

MASTERING THE NEW REGIONAL SALES CONTRACT

Course Number: 055323

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054029

PROPERTY MANAGEMENT (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054023

PROPERTY OWNERS' & CONDOMINIUM ASSOC LAW/LANDLORD TENANT LAW

3 hour(s) of Mandatory Topics for Commercial Real Estate

Course Number: 054231

PROPERTY VALUATION/LISTING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053698

PROPERTY VALUATION/LISTING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054227

REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

MANDATORY REAL ESTATE LAW (CRP)

Course Number: 053693

REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054026

SALES (CRP)

3 hour(s) of Elective Topics for Commercial Real Estate

MARKETING METHODS OF TOP PRODUCING AGENTS

Course Number: 055640

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054232

SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053701

SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

VIRGINIA TECHNOLOGY (CRP)

Course Number: 053700

TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 054233

TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

THE REAL ESTATE ACADEMY INC

P O BOX 9442

RICHMOND VA 23228

PH: (804) 934-0010 FAX: (804) 934-0013

AGENCY LAW IN VIRGINIA

Course Number: 052886

AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

BUSINESS PLANNING

Course Number: 052890

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

ETHICS

Course Number: 052883

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

VIRGINIA FAIR HOUSING

Course Number: 052884

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

VIRGINIA FINANCE

Course Number: 052893

FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

VIRGINIA LAND ISSUES

Course Number: 052888

LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate
OFFER TO PURCHASE
Course Number: 052887
OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate
PROPERTY VALUATION AND LISTING PROCESS
Course Number: 052889
PROPERTY VALUATION/LISTING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate
REAL ESTATE LAW
Course Number: 052885
REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate
SELLING PROCESS
Course Number: 052892
SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate
VIRGINIA TECHNOLOGY
Course Number: 052891
TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

THE REAL ESTATE EDUCATION CENTER
2737 MCRAE ROAD
P O BOX 3860
RICHMOND VA 23235
PH: (804) 915-4001 FAX: (804) 915-4050

BUSINESS PLANNING FOR REAL ESTATE
Course Number: 051952
BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate
PROFESSIONALISM IN REAL ESTATE
Course Number: 051951
ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate
PROPERTY VALUATION
Course Number: 051978
PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

THE REAL ESTATE SCHOOL OF THE RICHMOND ASSOC OF REALTORS
8975 THREE CHOPT ROAD
RICHMOND VA 23229 4657
PH: (804) 422-5015 FAX: (804) 422-5052

ACCREDITED BUYERS REPRESENTATIVE (ABR)
Course Number: 052470
AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
AGENCY LAW
Course Number: 055196
AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

CERTIFIED SALES PROFESSIONAL (CSP)

Course Number: 053010

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

NAVIGATING THE ETHICS OF AGENCY

Course Number: 053976

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052559

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

DUAL & DESIGNATED AGENCY: GAINING NEW SOPHISTICATION

Course Number: 054500

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

AGENCY MADE SIMPLE

Course Number: 053483

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

PATHFINDER SERIES SESSION 3 WHO WORKS FOR WHO

Course Number: 053453

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

ACCREDITED BUYERS REPRESENTATION (ABR) CORE COURSE

Course Number: 052940

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052516

AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054472

APPRAISALS; STRUCTURES & CONSTRUCTION PROCESS/UNIFORM STATEWIDE BLDG CODE
(CRP)

4 hour(s) of Mandatory Topics for Property Management

Course Number: 054473

BOARD REGULATIONS & STATUTES; ESCROW MANAGEMENT & ACCT (CRP)

4 hour(s) of Mandatory Topics for Property Management

BUSINESS PLANNING

Course Number: 055204

BUSINESS PLANNING

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052565

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

HARNESSING THE POWER: SKILLS BASED PERFORMANCE MGMT.

Course Number: 055549

BUSINESS PLANNING

3 hour(s) of Elective Topics for Residential Real Estate

CRS 200: BUSINESS PLANNING & MARKETING

Course Number: 054804

BUSINESS PLANNING

4 hour(s) of Elective Topics for Residential Real Estate

PROSPECTING FOR PROSPERITY

Course Number: 053440

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

ADVANCED CSP: HOME CONSTRUCTION AS A SELLING TOOL

Course Number: 053029

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

EXPANDING YOUR MARKET

Course Number: 052896

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052567

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

ACCREDITED BUYERS REPRESENTATION (ABR) CORE COURSE

Course Number: 052941

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

TOP PRODUCER 7I

Course Number: 054950

BUSINESS PLANNING

4 hour(s) of Elective Topics for Residential Real Estate

HARNESSING THE POWER:SKILLS BASED PERFORMANCE MANAGEMENT

Course Number: 055769

BUSINESS PLANNING

3 hour(s) of Elective Topics for Residential Real Estate

AT HOME WITH DIVERSITY

Course Number: 255820

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

AT HOME WITH DIVERSITY

Course Number: 055820

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052521

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

VA POST LICENSING COMMERCIAL ALTERNATIVE RE PRACTICES (CRP)

Course Number: 053950

CONSULTING SERVICES (CRP)

3 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054510

CONTRACT WRITING AND AGENCY (CRP)

4 hour(s) of Mandatory Topics for Property Management

VA POST LICENSING MANDATORY COMMERCIAL (CRP)

Course Number: 053945

CONTRACT WRITING/HANDLING CUSTOMER DEPOSITS/AGENCY (CRP)

3 hour(s) of Mandatory Topics for Commercial Real Estate

Course Number: 054506

CONTRACTOR/MAINTENANCE EMPLOYEE RELATIONSHIP (CRP)

2 hour(s) of Elective Topics for Property Management

LEGAL UPDATE

Course Number: 054489

CURRENT INDUSTRY ISSUES & TRENDS

2 hour(s) of Elective Topics for Property Management

LEGAL UPDATE

Course Number: 052899

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

DUAL & DESIGNATED AGENCY: GAINING A NEW SOPHISTICATION

Course Number: 052902

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

PROPERTY MANAGEMENT: HANDLING ESCROW ACCOUNTS

Course Number: 052900

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

LEGAL UPDATE

Course Number: 053225

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

FIFTY WAYS TO LOSE YOUR LICENSE

Course Number: 052898

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

Course Number: 052502

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

DO NOT CALL

Course Number: 052895

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

THE REAL ESTATE BOARD'S NEW REGULATIONS: WHAT YOU NEED TO KNOW

Course Number: 052901

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

DEALING WITH WATER INTRUSION & MOLD IN VIRGINIA

Course Number: 052897

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

CRIME FREE MULTI HOUSING

Course Number: 053278

CURRENT INDUSTRY ISSUES AND TRENDS

4 hour(s) of Elective Topics for Property Management

FIFTY WAYS TO LOSE YOUR LICENSE

Course Number: 054483

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

Course Number: 054492

CURRENT INDUSTRY ISSUES AND TRENDS (CRP)

2 hour(s) of Elective Topics for Property Management

COMMERCIAL REAL ESTATE FOR THE RESIDENTIAL AGENT

Course Number: 053530

DEVELOPMENT

1 hour(s) of Elective Topics for Commercial Real Estate

WHAT'S DEVELOPING IN RICHMOND

Course Number: 056013

DEVELOPMENT

1 hour(s) of Elective Topics for Commercial Real Estate

VA POST LICENSING COMMERCIAL DEVELOPMENT & GOVT REG (CRP)

Course Number: 053947

DEVELOPMENT (CRP)

3 hour(s) of Elective Topics for Commercial Real Estate

LAND DEVELOPMENT (CRP)

Course Number: 054505

DEVELOPMENT (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

VA POST LICENSING: COMMERCIAL DEVELOPMENT & GOVT REG (CRP)

Course Number: 053946

DEVELOPMENT (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

ETHICS

Course Number: 055200

ETHICS

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052523

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

PATHFINDER SERIES - SESSION 1 NEW MEMBER ORIENTATION

Course Number: 053451

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

DON'T BE IN THE WRONG

Course Number: 053484

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

CONTINUING EDUCATION PART 2

Course Number: 054395

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

CONTINUING EDUCATION PART I

Course Number: 054387

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

CONTINUING EDUCATION PART C

Course Number: 054392

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

GUESS WHO'S COMING TO DINNER

Course Number: 052821

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

NEW MEMBER ORIENTATION

Course Number: 052795

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

CODE OF ETHICS, YOUR PROMISE TO PROFESSIONALISM

Course Number: 052475

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052555

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate
CERTIFIED SALES PROFESSIONAL (CSP)

Course Number: 053014

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate
AT HOME WITH DIVERSITY

Course Number: 055819

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate
AN OUNCE OF PREVENTION

Course Number: 053442

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate
CERTIFIED SALES PROFESSIONAL (CSP)

Course Number: 053011

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052748

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate
FAIR HOUSING

Course Number: 055212

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052515

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate
CREDIT SCORING

Course Number: 053301

FINANCE

2 hour(s) of Elective Topics for Residential Real Estate
CREDIT SCORING

Course Number: 053283

FINANCE

1 hour(s) of Elective Topics for Residential Real Estate
RENOVATION FINANCE

Course Number: 052819

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate
THE TAX DEFERRED EXCHANGE: IRC SECTION 1031

Course Number: 053305

FINANCE

4 hour(s) of Elective Topics for Residential Real Estate
1031 EXCHANGES: THE BASICS, PITFALLS & REVERSE EXCHANGES

Course Number: 053509

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate
PREDATORY LENDING

Course Number: 053223

FINANCE

2 hour(s) of Elective Topics for Residential Real Estate

FEDERAL TAXES AND HOMEOWNERS

Course Number: 055202

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate
COMMERCIAL REAL ESTATE FOR THE RESIDENTIAL AGENT

Course Number: 053529

FINANCE

2 hour(s) of Elective Topics for Residential Real Estate
TAX LAWS & INVESTMENTS

Course Number: 055206

FINANCE

1 hour(s) of Elective Topics for Residential Real Estate
RESORT AND SECOND HOME MARKETS

Course Number: 053997

FINANCE

2 hour(s) of Elective Topics for Residential Real Estate

SHOW ME THE MONEY

Course Number: 053444

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate
CREDIT SCORING

Course Number: 053282

FINANCE

2 hour(s) of Elective Topics for Residential Real Estate
A REALTOR'S GUIDE TO MORTGAGE FINANCING

Course Number: 055807

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate
CRS 200: BUSINESS PLANNING & MARKETING

Course Number: 054805

FINANCE

1 hour(s) of Elective Topics for Residential Real Estate
SELLING HISTORIC PROPERTIES: WHAT YOU NEED TO KNOW

Course Number: 054808

FINANCE

2 hour(s) of Elective Topics for Residential Real Estate
LIENS ON REAL PROPERTY

Course Number: 055090

FINANCE

1 hour(s) of Elective Topics for Residential Real Estate
CHARITABLE REMAINDER TRUSTS: GENERATE INCOME FROM REAL PROPERTY SELLERS

Course Number: 054407

FINANCE

1 hour(s) of Elective Topics for Residential Real Estate
THE POWER OF EXCHANGE:1031 TAX DEFERRED EXCHANGE BASICS

Course Number: 055092

FINANCE

1 hour(s) of Elective Topics for Residential Real Estate
VA POST LICENSING: COMMERCIAL SALES & FINANCE (CRP)

Course Number: 053941

FINANCE (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate
RENOVATION FINANCE

Course Number: 052799

FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052525

FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

VA POST LICENSE: COMMERCIAL ALTERNATIVE RE PRACTICES (CRP)

Course Number: 053952

FRANCHISING (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 054503

GOVERNMENT REGULATION/GOVERNMENT PROGRAMS (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

IMPACT OF THE FORT LEE EXPANSION

Course Number: 055759

GOVERNMENT RELATIONS/GOVERNMENT PROGRAMS

1 hour(s) of Elective Topics for Commercial Real Estate

VA POST LICENSING COMMERCIAL DEV & GOVT REG (CRP)

Course Number: 053948

GOVERNMENT RELATIONS/GOVERNMENT PROGRAMS (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

VA POST LICENSE: COMMERCIAL ALTERNATIVE RE PRACTICES (CRP)

Course Number: 053951

HOSPITALITY/ENTERTAINMENT (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

LAND DEVELOPMENT (CRP)

Course Number: 054504

LAND (CRP)

3 hour(s) of Elective Topics for Commercial Real Estate

ENVIRONMENTAL ISSUES

Course Number: 055214

LAND USE ISSUES

3 hour(s) of Elective Topics for Residential Real Estate

ADVANCED CSP: HOME CONSTRUCTION AS A SELLING TOOL

Course Number: 053030

LAND USE ISSUES

1 hour(s) of Elective Topics for Residential Real Estate

UNDERGROUND STORAGE TANKS

Course Number: 055208

LAND USE ISSUES

1 hour(s) of Elective Topics for Residential Real Estate

RADON IN REAL ESTATE

Course Number: 056017

LAND USE ISSUES

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052524

LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate

VA POST LICENSING: COMMERCIAL LEASING & PROPERTY MGMT (CRP)

Course Number: 053940

LEASING (CRP)

4 hour(s) of Elective Topics for Commercial Real Estate

VA POST LICENSING MANDATORY COMMERCIAL (CRP)

Course Number: 053944

LISTING PROPERTY/LEASING PROPERTY/CURRENT INDUSTRY ISSUES & TRENDS (CRP)

3 hour(s) of Mandatory Topics for Commercial Real Estate

VA POST LICENSING COMMERCIAL ALTERNATIVE RE PRACTICES (CRP)

Course Number: 053949

MARKET RESEARCH (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate

OFFER TO PURCHASE

Course Number: 055218

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

VIRGINIA REAL ESTATE CONTRACTS

Course Number: 052286

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

WRITING EFFECTIVE REAL ESTATE CONTRACTS

Course Number: 052356

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

CONTRACTS WITH CONFIDENCE

Course Number: 053445

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052551

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

JEOPARDY: A LISTINGS WORKSHOP

Course Number: 054403

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052553

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

ADVANCED CONTRACT WRITING

Course Number: 053008

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

CERTIFIED SALES PROFESSIONAL (CSP)

Course Number: 053013

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

TOP DEAL KILLERS AND HOW TO AVOID THEM

Course Number: 054481

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

NEW CONSTRUCTION CONTRACTS

Course Number: 053273

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

PATHFINDER SERIES SESSION 4 PLAYERS AND CONTRACTS

Course Number: 053455

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052520

OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

OFFICE POLICY WORKSHOP

Course Number: 054479

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
HARNESSING THE POWER: SKILLS BASED PERFORMANCE MGMT.

Course Number: 055550

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
CONTRACTUALLY SPEAKING

Course Number: 055757

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
OFFICE POLICY WORKSHOP

Course Number: 054477

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
EXCEPTIONAL LISTING PRESENTATIONS FOR REALTORS

Course Number: 056032

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
MEMORY SKILLS WORKSHOP

Course Number: 054397

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
NAVIGATING THE ETHICS OF AGENCY

Course Number: 053978

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
FIFTY WAYS TO LOSE YOUR LICENSE

Course Number: 054485

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
COMMERCIAL REAL ESTATE PANEL DISCUSSION

Course Number: 054610

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Commercial Real Estate
FUNDAMENTALS OF COMMERCIAL REAL ESTATE

Course Number: 053222

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Commercial Real Estate
NEW CONSTRUCTION CONTRACTS

Course Number: 055755

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
LEGAL UPDATE

Course Number: 054487

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
THE FACTS ON RESIDENTIAL HEATING OIL UST'S

Course Number: 054947

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
HANDLING MULTIPLE OFFERS IN A TIGHT MARKET

Course Number: 054495

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

IMAPP TRAINING

Course Number: 053804

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
AT HOME WITH DIVERSITY

Course Number: 055822

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
CRS 200: BUSINESS PLANNING & MARKETING

Course Number: 054803

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
ENVIRONMENTAL SURVEY: MOISTURE INTRUSTION, MOLD,USTS

Course Number: 054502

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
THE BENEFITS OF TRANSACTING YOUR BUSINESS AS A BUSINESS

Course Number: 054401

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
HANDLING MULTIPLE OFFERS IN A TIGHT MARKET

Course Number: 054497

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
COMMERCIAL REAL ESTATE FOR THE RESIDENTIAL AGENT

Course Number: 053531

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
EFFECTIVE NEGOTIATING FOR REAL ESTATE PROFESSIONALS

Course Number: 053534

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
RESORT AND SECOND HOME MARKETS

Course Number: 053999

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
ANTI-TRUST LAWS

Course Number: 055210

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
IDENTITY THEFT

Course Number: 054817

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
BUYER AGENCY AGREEMENTS..GETTING THEM TO SIGN ON THE DOTTED LINE

Course Number: 055767

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
HARNESSING THE POWER:SKILLS BASED PERFORMANCE MANAGEMENT

Course Number: 055770

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
CONTINUING EDUCATION PART B

Course Number: 054390

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

CRIME FREE MULTI HOUSING

Course Number: 053280

OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Property Management

THE HOME INSPECTION

Course Number: 053269

OTHER REAL ESTATE RELATED COURSE

1 hour(s) of Elective Topics for Residential Real Estate

LEADERSHIP & TEAM BUILDING FOR BROKERS & MANAGERS

Course Number: 053270

OTHER REAL ESTATE RELATED COURSE

1 hour(s) of Elective Topics for Residential Real Estate

UNDERSTANDING DUAL AGENCY

Course Number: 053281

OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Residential Real Estate

PREPARING YOUR LISTING FOR THE BUYER'S HOME INSPECTION

Course Number: 053268

OTHER REAL ESTATE RELATED COURSE

1 hour(s) of Elective Topics for Residential Real Estate

MISREPRESENTATION

Course Number: 053272

OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Residential Real Estate

HOW TO KEEP YOURSELF & YOUR BROKER OUT OF COURT

Course Number: 053267

OTHER REAL ESTATE RELATED COURSE

1 hour(s) of Elective Topics for Residential Real Estate

MARKETING WITH MICROSOFT OFFICE

Course Number: 053271

OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Residential Real Estate

VA POST LICENSING: COMMERCIAL LEASING & PROPERTY MGMT (CRP)

Course Number: 053939

PROPERTY MANAGEMENT (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate

VA POST LICENSING MANDATORY COMMERCIAL (CRP)

Course Number: 053943

PROPERTY OWNERS AND CONDOMINIUM ASSOC LAW (CRP)

3 hour(s) of Mandatory Topics for Commercial Real Estate

HOME INSPECTIONS, SURVEYS, & INSURANCE

Course Number: 055216

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

REAL ESTATE PROFESSIONAL ASSISTANT (REPA)

Course Number: 053016

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

TOPICS IN HOME INSPECTION

Course Number: 053023

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

WHAT TO DO WHEN THE APPRAISER CALLS

Course Number: 053107

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

C.M.A.: ANSWER TO ADJUSTMENT (EITHER +/-)

Course Number: 052265

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

A DAY IN THE LIFE OF THE HOME INSPECTOR

Course Number: 053982

PROPERTY VALUATION/LISTING PROCESS

2 hour(s) of Elective Topics for Residential Real Estate

UNDERSTANDING THE FHA APPRAISAL PROCESS

Course Number: 052823

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

ENGINEERED MODULAR HOUSING, TODAY'S WAY TO BUILD

Course Number: 052267

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

ADVANCED CSP: HOME CONSTRUCTION AS A SELLING TOOL

Course Number: 053027

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052561

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

ENVIRONMENTAL ISSUES

Course Number: 054811

PROPERTY VALUATION/LISTING PROCESS

2 hour(s) of Elective Topics for Residential Real Estate

HOME CONSTRUCTION

Course Number: 054815

PROPERTY VALUATION/LISTING PROCESS

2 hour(s) of Elective Topics for Residential Real Estate

SHARPEN YOUR LISTING SKILLS

Course Number: 053446

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

SELLING HISTORIC PROPERTIES: WHAT YOU NEED TO KNOW

Course Number: 054809

PROPERTY VALUATION/LISTING PROCESS

2 hour(s) of Elective Topics for Residential Real Estate

ENVIRONMENTAL ISSUES

Course Number: 054813

PROPERTY VALUATION/LISTING PROCESS

4 hour(s) of Elective Topics for Residential Real Estate

ENVIRONMENTAL ISSUES

Course Number: 054612

PROPERTY VALUATION/LISTING PROCESS

1 hour(s) of Elective Topics for Residential Real Estate

NEW CONSTRUCTION: FROM DIRT TO KEYS

Course Number: 055796

PROPERTY VALUATION/LISTING PROCESS

2 hour(s) of Elective Topics for Residential Real Estate

HOME CONSTRUCTION

Course Number: 053021

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

RESORT AND SECOND HOME MARKETS

Course Number: 053998

PROPERTY VALUATION/LISTING PROCESS

1 hour(s) of Elective Topics for Residential Real Estate
SIZE DOES MATTER...MEASURING SQUARE FOOTAGE

Course Number: 052474

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
ELEMENTS OF ARCHITECTURE

Course Number: 054952

PROPERTY VALUATION/LISTING PROCESS

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052517

PROPERTY VALUATION/LISTING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate
DETERMINING REAL ESTATE TITLE MARKETABILITY

Course Number: 053276

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
REAL ESTATE LAW

Course Number: 055220

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
TRANSACTION AUTOPSIES

Course Number: 052261

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
THE FACTS ON UNDERGROUND STORAGE TANKS

Course Number: 053285

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
ACCREDITED BUYERS REPRESENTATION (ABR) CORE COURSE

Course Number: 052939

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052500

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
LEGAL UPDATE

Course Number: 054491

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
ADVANCED CSP: HOUSE CONSTRUCTION AS A SELLING TOOL

Course Number: 053007

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
LEGAL EAGLE

Course Number: 053448

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
CERTIFIED SALES PROFESSIONAL (CSP)

Course Number: 053012

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052514
REAL ESTATE LAW (CRP)
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 054493
RENTAL MARKETING (CRP)
2 hour(s) of Elective Topics for Property Management

Course Number: 054509
RISK MANAGEMENT (CRP)
4 hour(s) of Mandatory Topics for Property Management
VA POST LICENSING COMMERCIAL SALES & FINANCE (CRP)
Course Number: 053942
SALES (CRP)
3 hour(s) of Elective Topics for Commercial Real Estate
REAL ESTATE AUCTIONS
Course Number: 052801
SELLING PROCESS
3 hour(s) of Elective Topics for Residential Real Estate
PATHFINDER SERIES SESSION 5 - WHEN BAD THINGS HAPPEN

Course Number: 053457
SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
EFFECTIVE NEGOTIATING FOR REAL ESTATE PROFESSIONALS
Course Number: 053533
SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
THE WORLD OF WARRANTIES
Course Number: 053974
SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
FROM CONTRACT TO CLOSING: EARNING YOUR FEE BY PROTECTING YOUR CLIENT
Course Number: 054471
SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
FROM CONTRACT TO CLOSING: EARNING YOUR FEE BY PROTECTING YOUR CLIENT
Course Number: 054469
SELLING PROCESS

2 hour(s) of Elective Topics for Residential Real Estate
CRS 200: BUSINESS PLANNING & MARKETING
Course Number: 054806
SELLING PROCESS

1 hour(s) of Elective Topics for Residential Real Estate
EXCEPTIONAL LISTING PRESENTATIONS FOR REALTORS
Course Number: 056031

SELLING PROCESS

4 hour(s) of Elective Topics for Residential Real Estate
IMPROVING YOUR NEGOTIATION SKILLS
Course Number: 054616
SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
RESORT AND SECOND HOME MARKETS
Course Number: 054000
SELLING PROCESS

4 hour(s) of Elective Topics for Residential Real Estate

REAL ESTATE PROFESSIONAL ASSISTANT (REPA)

Course Number: 053017

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
AWAKEN THE SPANISH WITHIN

Course Number: 052825

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
WORKING WITH BUYERS AND SELLERS

Course Number: 053449

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
ADVANCED CSP: HOME CONSTRUCTION AS A SELLING TOOL

Course Number: 053028

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
ABR ELECTIVE: INNOVATIVE MARKETING TECHNIQUES FOR BUYER REPS

Course Number: 052557

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
NEGOTIATE TO WIN

Course Number: 052826

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
MARKETING THAT DRIVES A STEADY STREAM OF INCOME

Course Number: 055772

SELLING PROCESS

1 hour(s) of Elective Topics for Residential Real Estate
WHAT DID I SAY? WHAT DID YOU HEAR?

Course Number: 055765

SELLING PROCESS

1 hour(s) of Elective Topics for Residential Real Estate
THE SECRET OF MAKING MONEY IN REAL ESTATE

Course Number: 052468

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052519

SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate
INSTANET TRAINING

Course Number: 053435

TECHNOLOGY

2 hour(s) of Elective Topics for Residential Real Estate
MILLENNIUM MARKETING

Course Number: 053439

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052563

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate
TEMPO MLS TRAINING

Course Number: 054405

TECHNOLOGY

2 hour(s) of Elective Topics for Residential Real Estate

TECHNOLOGY AND RISK MANAGEMENT

Course Number: 053437

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052549

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

CMA WIZARD

Course Number: 053266

TECHNOLOGY

2 hour(s) of Elective Topics for Residential Real Estate

WYLD FIRE TRAINING

Course Number: 053433

TECHNOLOGY

2 hour(s) of Elective Topics for Residential Real Estate

TOP PRODUCER 7I

Course Number: 054949

TECHNOLOGY

4 hour(s) of Elective Topics for Residential Real Estate

DIGITAL CAMERAS & MLS PHOTOGRAPHY

Course Number: 055949

TECHNOLOGY

1 hour(s) of Elective Topics for Residential Real Estate

STRATEGIZING WITH THE INTERNET

Course Number: 054614

TECHNOLOGY

4 hour(s) of Elective Topics for Residential Real Estate

INTERNET RESOURCES AND E-COMMERCE ISSUES

Course Number: 055198

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

CVRMLS RULES AND REGULATIONS REVIEW

Course Number: 055761

TECHNOLOGY

1 hour(s) of Elective Topics for Residential Real Estate

BUYER PROSPECTING

Course Number: 053812

TECHNOLOGY

2 hour(s) of Elective Topics for Residential Real Estate

TEMPO: TOP 10 TIPS

Course Number: 054399

TECHNOLOGY

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052518

TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

CRIME FREE MULTI HOUSING

Course Number: 053279

TENANT/LANDLORD RELATIONSHIPS

1 hour(s) of Elective Topics for Property Management

Course Number: 054508

TENANT/LANDLORD RELATIONSHIPS (CRP)

2 hour(s) of Elective Topics for Property Management

Course Number: 054507
UNDERSTANDING PROPERTY OWNERS' AND CONDOMINIUM ASSOCIATION (CRP)
2 hour(s) of Elective Topics for Property Management

Course Number: 054475
VIRGINIA RESIDENTIAL LANDLORD/TENANT ACT & FAIR HOUSING (CRP)
4 hour(s) of Mandatory Topics for Property Management

Course Number: 052749
VIRGINIA RESIDENTIAL LANDLORD/TENANT ACT AND FAIR HOUSING
4 hour(s) of Mandatory Topics for Property Management

THE REAL ESTATE SCHOOL, INC.
P O BOX 1412
SALEM VA 24153
PH: (540) 521-8784 FAX: (540) 375-6650

A LOOK AT AGENCY: THEN AND NOW

Course Number: 055476

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate
AGENCY LAW (CRP)

Course Number: 055871

AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate
EXPAND YOUR TIME

Course Number: 054928

BUSINESS PLANNING

4 hour(s) of Elective Topics for Residential Real Estate
BUSINESS PLANNING (CRP)

Course Number: 055873

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate
THE ETHICS SERIES: PREAMBLE & ARTICLE 1

Course Number: 055650

ETHICS AND STANDARDS OF CONDUCT

3 hour(s) of Mandatory Topics for Residential Real Estate
ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS (CRP)

Course Number: 055874

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate
FAIR HOUSING (CRP)

Course Number: 055876

FAIR HOUSING (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate
FINANCE (CRP)

Course Number: 055877

FINANCE (CRP)

3 hour(s) of Elective Topics for Residential Real Estate
FINANCE (CRP)

Course Number: 055869

FINANCE (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate
LAND USE ISSUES (CRP)

Course Number: 055854

LAND USE ISSUES (CRP)

1 hour(s) of Elective Topics for Residential Real Estate
UNDERSTANDING THE RVAR PURCHASE CONTRACT

Course Number: 056076

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate
OFFER TO PURCHASE (CRP)

Course Number: 055870

OFFER TO PURCHASE (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate
SPOTTING PROPERTY CONCERNS BEFORE WRITING THAT CONTRACT

Course Number: 054975

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
TITLE INSURANCE:OVERVIEW AND ENHANCED COVERAGE

Course Number: 055088

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
RADON TESTING BASICS FOR REAL ESTATE AGENTS

Course Number: 054977

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
A LOOK AT RVAR'S EXCLUSIVE RIGHT TO REPRESENT SELLER AGREEMENT

Course Number: 054924

PROPERTY VALUATION/LISTING PROCESS

2 hour(s) of Elective Topics for Residential Real Estate
THE REAL ESTATE GRP EDUC SERIES - SELLER SYSTEMS

Course Number: 054932

PROPERTY VALUATION/LISTING PROCESS

4 hour(s) of Elective Topics for Residential Real Estate
PROPERTY VALUATION/LISTING PROCESS (CRP)

Course Number: 055875

PROPERTY VALUATION/LISTING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate
REAL ESTATE LAW (CRP)

Course Number: 055867

REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

THE REAL ESTATE GRP EDUC SERIES - BUYER SYSTEMS

Course Number: 054930

SELLING PROCESS

4 hour(s) of Elective Topics for Residential Real Estate
HOME INSPECTORS-WHO THEY ARE AND WHAT THEY DO

Course Number: 054926

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
SELLING PROCESS (CRP)

Course Number: 055868

SELLING PROCESS (CRP)

3 hour(s) of Elective Topics for Residential Real Estate
TECHNOLOGY (CRP)

Course Number: 055872

TECHNOLOGY (CRP)

3 hour(s) of Elective Topics for Residential Real Estate

THE RGS TITLE REAL ESTATE ACADEMY

2220 TACKETTS MILL DR

WOODBIDGE VA 22192
PH: (703) 491-9600 FAX: (703) 492-7494

AGENCY LAW

Course Number: 055824

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

FAIR HOUSING

Course Number: 055885

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

INTRODUCTION TO CONTRACTS

Course Number: 055629

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

CONTRACTS FOR REAL ESTATE PROFESSIONALS

Course Number: 055817

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

TAX MATTERS IN REAL ESTATE SALES

Course Number: 055836

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

FORECLOSURES AND THE INSTRUMENTS OF REAL ESTATE FINANCE

Course Number: 055631

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

UNIVERSAL SCHOOL OF REAL ESTATE

1355 BEVERLY RD STE 320

MC LEAN VA 22101

PH: (703) 848-2300 FAX: (703) 848-2305

VIRGINIA FAIR HOUSING

Course Number: 055568

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

UNIVERSITY INSTITUTE OF REAL ESTATE

401 UNIVERSITY BLVD

P O BOX 1426

HARRISONBURG VA 22801

PH: (540) 433-8902 FAX: (540) 433-6120

Course Number: 053597

AGENCY LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053601

BUSINESS PLANNING (CRP)

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053594
ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS (CRP)
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053596
FAIR HOUSING (CRP)
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053604
FINANCE (CRP)
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053599
LAND USE ISSUES (CRP)
1 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053598
OFFER TO PURCHASE (CRP)
3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053600
PROPERTY VALUATION/LISTING PROCESS (CRP)
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053595
REAL ESTATE LAW (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 053603
SELLING PROCESS (CRP)
3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 053602
TECHNOLOGY (CRP)
3 hour(s) of Elective Topics for Residential Real Estate

VERSATILE TITLE AND ESCROW
301 MAPLE AVENUE WEST
SUITE 202
VIENNA VA 22180
PH: (703) 281-6100 FAX: (703) 281-6107

VTE-04 UNDERSTANDING THE HOME INSPECTION
Course Number: 055893
OTHER REAL ESTATE RELATED
2 hour(s) of Elective Topics for Residential Real Estate
VTE-01 THE SETTLEMENT:UNDERSTANDING THE CLOSING PROCESS
Course Number: 055887
OTHER REAL ESTATE RELATED
3 hour(s) of Elective Topics for Residential Real Estate
VTE-02 TITLE INSURANCE
Course Number: 055889
OTHER REAL ESTATE RELATED
3 hour(s) of Elective Topics for Residential Real Estate
VTE-03 ENVIRONMENTAL INSPECTIONS
Course Number: 055891

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

VIRGINIA ASSOCIATION OF REALTORS

10231 TELEGRAPH ROAD

GLEN ALLEN VA 23059

PH: (804) 264-5033 FAX: (804) 262-0497

A NEW LOOK AT BUYER AGENCY: PUTTING THE CLIENT FIRST

Course Number: 054872

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

DUAL AND DESIGNATED AGENCY: GAINING A NEW SOPHISTICATION

Course Number: 054104

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

UNDERSTANDING AGENCY

Course Number: 051930

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

NAVIGATING THE ETHICS OF AGENCY

Course Number: 053873

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

AGENCY: BEST AGENCY PRACTICES

Course Number: 053540

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

UNDERSTANDING VIRGINIA'S AGENCY LAW

Course Number: 052324

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

APPRAISALS;STRUCTURES & CONSTRUCTION PROCESS/UNIFORM STATEWIDE BUILDING

Course Number: 055603

APPRAISALS/STRUCTURES & CONSTRUCTION PROCESS/UNIFORM STATEWIDE BUILDING (CRP)

4 hour(s) of Mandatory Topics for Property Management

BOARD REGULATIONS & STATUTES/ESCROW MANAGEMENT & ACCOUNTING

Course Number: 055602

BOARD REGULATIONS & STATUTES/ESCROW MANAGEMENT & ACCOUNTING

4 hour(s) of Mandatory Topics for Property Management

Course Number: 052640

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

CRS 200: BUSINESS PLANNING & MARKETING FOR THE RS SPECIALIST

Course Number: 053321

BUSINESS PLANNING

4 hour(s) of Elective Topics for Residential Real Estate

RI 409: BUSINESS DEVELOPMENT

Course Number: 053322

BUSINESS PLANNING

3 hour(s) of Elective Topics for Residential Real Estate

RI409: BUSINESS DEVELOPMENT

Course Number: 051937

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052641

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052656

CONSULTING SERVICES

1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 055577

CONSULTING SERVICES (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate

CONTRACT WRITING AND AGENCY (CRP)

Course Number: 055607

CONTRACT WRITING AND AGENCY (CRP)

4 hour(s) of Mandatory Topics for Property Management

CONTRACT WRITING: HANDLING CUSTOMER DEPOSITS; AGENCY (CRP)

Course Number: 055595

CONTRACT WRITING; HANDLING CUSTOMER DEPOSITS; AGENCY (CRP)

3 hour(s) of Mandatory Topics for Commercial Real Estate

CONTRACTOR/MAINTENANCE EMPLOYEE RELATIONSHIP (CRP)

Course Number: 055606

CONTRACTOR/MAINTENANCE EMPLOYEE RELATIONSHIP (CRP)

2 hour(s) of Elective Topics for Property Management

PROPERTY MANAGEMENT: TOP 5 THINGS NOT TO DO

Course Number: 055038

CURRENT INDUSTRY ISSUES & TRENDS

2 hour(s) of Elective Topics for Property Management

PROPERTY MANAGEMENT MOCK IFF HEARING

Course Number: 055040

CURRENT INDUSTRY ISSUES & TRENDS

2 hour(s) of Elective Topics for Property Management

UPDATE ON RENTAL INSPECTION ORDINANCE & OTHER TOPICS

Course Number: 053176

CURRENT INDUSTRY ISSUES & TRENDS

2 hour(s) of Elective Topics for Property Management

Course Number: 052345

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

CRIME FREE MULTI-HOUSING

Course Number: 053613

CURRENT INDUSTRY ISSUES AND TRENDS

4 hour(s) of Elective Topics for Property Management

UPDATE ON RENTAL INSPECTION ORDINANCE & OTHER TOPICS

Course Number: 053178

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

FIFTY WAYS TO LOSE YOUR LICENSE

Course Number: 052346

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

TOP DEAL KILLERS AND HOW TO AVOID THEM

Course Number: 052350

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

Course Number: 052648

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

MOLD - SICK HOUSES MAKE SICK PEOPLE?

Course Number: 052061

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

Course Number: 052323

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

DUAL AND DESIGNATED AGENCY: GAINING A NEW SOPHISTICATION

Course Number: 052354

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

DEALING WITH WATER INTRUSION AND MOLD IN VIRGINIA

Course Number: 052333

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

MOLD - SICK HOUSES MAKE SICK PEOPLE?

Course Number: 052059

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

LEGAL UPDATE

Course Number: 052347

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

THE REAL ESTATE BOARD'S NEW REGULATIONS:WHAT YOU NEED TO KNOW

Course Number: 052349

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

Course Number: 052329

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

EXCHANGING MADE EASY

Course Number: 052328

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

PROPERTY MANAGEMENT:HANDLING ESCROW ACCOUNTS

Course Number: 052348

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management

VR/LTA AND CURRENT LEGISLATIVE ISSUES

Course Number: 055618

CURRENT INDUSTRY ISSUES AND TRENDS

3 hour(s) of Elective Topics for Property Management

VR/LTA,FAIR HOUSING, AND CURRENT LEGISLATIVE ISSUES

Course Number: 055614

CURRENT INDUSTRY ISSUES AND TRENDS

3 hour(s) of Elective Topics for Property Management

CURRENT INDUSTRY ISSUES AND TRENDS (CRP)

Course Number: 055599

CURRENT INDUSTRY ISSUES AND TRENDS (CRP)

2 hour(s) of Elective Topics for Property Management
CREATIVE LAND PLANNING FOR PROFITS
Course Number: 054876
DEVELOPMENT

4 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 052655

DEVELOPMENT

1 hour(s) of Elective Topics for Commercial Real Estate
AGRILAND BROKERAGE AND MARKETING

Course Number: 053854

DEVELOPMENT

4 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 052668

DEVELOPMENT

1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 052636

DEVELOPMENT

1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 052664

DEVELOPMENT

1 hour(s) of Elective Topics for Commercial Real Estate
LAND DEVELOPMENT

Course Number: 052951

DEVELOPMENT

1 hour(s) of Elective Topics for Commercial Real Estate
LAND DEVELOPMENT (CRP)

Course Number: 055588

DEVELOPMENT (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate
RI410 THE CODE OF ETHICS

Course Number: 051933

ETHICS & STANDARD OF CONDUCT/CURRENT INDUSTRY TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate
2006 PROFESSIONAL STANDARDS SEMINAR

Course Number: 054882

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate
2005 PROFESSIONAL STANDARDS SEMINAR

Course Number: 053539

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate
PERSONAL SKILLS FOR PROFESSIONAL EXCELLENCE: BUSINESS PROTOCOL

Course Number: 055035

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052644

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052650

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

2005 ETHICS SEMINAR

Course Number: 053371

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

2006 ETHICS SEMINAR

Course Number: 054858

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

CAUTION: INTEGRITY AT WORK

Course Number: 052353

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

A WORKSHOP ON ETHICAL DECISION-MAKING

Course Number: 052862

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052646

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS (CRP)

3 hour(s) of Mandatory Topics for Residential Real Estate

2004 ETHICS SEMINAR

Course Number: 052062

ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY TRENDS

3 hour(s) of Mandatory Topics for Residential Real Estate

MANAGING RISK

Course Number: 051934

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

PRACTICES TO IMPROVE YOUR BUSINESS AND KEEP YOU AND YOUR CLIENTS OUT OF TROUBLE

Course Number: 053544

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

RI 407: MANAGING RISK

Course Number: 052853

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

Course Number: 052652

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

BUT I DIDN'T MEAN ANYTHING! FAIR HOUSING IS BIG BUCKS!

Course Number: 052337

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

FAIR HOUSING: UNDERSTANDING THE LAW

Course Number: 055027

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

FAIR HOUSING IS FOR EVERYONE

Course Number: 052322

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

VRLTA, VIRGINIA FAIR HOUSING LAW AND CURRENT LEGISLATIVE ISSUES

Course Number: 053887

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate

TAX DEFERRED 1031 REAL PROPERTY EXCHANGES

Course Number: 053880

FINANCE

4 hour(s) of Elective Topics for Commercial Real Estate

TAKE IT TO THE BANK! TAX STRATEGIES

Course Number: 054866

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052632

FINANCE

2 hour(s) of Elective Topics for Commercial Real Estate

RENOVATION FINANCING

Course Number: 052344

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

SEVEN KEY TAX & FINANCIAL ISSUES EVERY REALTOR SHOULD KNOW

Course Number: 053899

FINANCE

2 hour(s) of Elective Topics for Residential Real Estate

FINANCE ALTERNATIVES

Course Number: 051929

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

LAND INVESTMENT ANALYSIS

Course Number: 054682

FINANCE

4 hour(s) of Elective Topics for Commercial Real Estate

CASE STUDIES IN REAL ESTATE ANALYSIS

Course Number: 052008

FINANCE

2 hour(s) of Elective Topics for Commercial Real Estate

REAL ESTATE FINANCING 101, 102 AND BEYOND

Course Number: 053895

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate

AFFORDABLE HOUSING THROUGH AFFORDABLE LENDING

Course Number: 053849

FINANCE

4 hour(s) of Elective Topics for Residential Real Estate

APPRAISING MANUFACTURED HOUSING

Course Number: 053341

FINANCE

4 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 052659

FINANCE

2 hour(s) of Elective Topics for Commercial Real Estate

AFFORDABLE HOUSING THROUGH AFFORDABLE LENDING

Course Number: 053369

FINANCE

4 hour(s) of Elective Topics for Residential Real Estate

AFFORDABLE HOUSING THROUGH AFFORDABLE LENDING

Course Number: 053367

FINANCE

2 hour(s) of Elective Topics for Residential Real Estate
REVERSE MORTGAGE FACTS: WHAT EVERY AGENT SHOULD KNOW
Course Number: 052851

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate
LAND DEVELOPMENT
Course Number: 052949

FINANCE

2 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 052654

FINANCE

2 hour(s) of Elective Topics for Commercial Real Estate
ANALYZING & SELLING INVESTMENT REAL ESTATE
Course Number: 054878

FINANCE

4 hour(s) of Elective Topics for Commercial Real Estate
EFFECTIVE MONEY MANAGEMENT FOR TODAY'S REALTOR
Course Number: 054870

FINANCE

2 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052667

FINANCE

2 hour(s) of Elective Topics for Commercial Real Estate
THE TAX DEFERRED EXCHANGE: IRC SECTION 1031
Course Number: 055620

FINANCE

4 hour(s) of Elective Topics for Residential Real Estate
VHDA: LOAN PROGRAM UPDATE FOR REAL ESTATE PROFESSIONALS

Course Number: 055611

FINANCE

1 hour(s) of Elective Topics for Residential Real Estate
VHDA: LOAN PROGRAM UPDATE FOR REAL ESTATE PROFESSIONALS
Course Number: 055593

FINANCE

2 hour(s) of Elective Topics for Residential Real Estate
GETTING HOME: A ROADMAP TO CREATING MORE OPPORTUNITIES FOR HOMEOWNERSHIP
Course Number: 056098

FINANCE

4 hour(s) of Elective Topics for Residential Real Estate
GETTING HOME: A ROADMAP TO CREATING MORE OPPORTUNITIES FOR HOMEOWNERSHIP
Course Number: 056096

FINANCE

4 hour(s) of Elective Topics for Residential Real Estate
GETTING HOME: A ROADMAP TO CREATING MORE OPPORTUNITIES FOR HOMEOWNERSHIP
Course Number: 056093

FINANCE

2 hour(s) of Elective Topics for Residential Real Estate
FINANCE (CRP)
Course Number: 055594

FINANCE (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate
FRANCHISING (CRP)
Course Number: 055583
FRANCHISING (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate
LAND DEVELOPMENT

Course Number: 052953

GOVERNMENT RELATIONS/GOVERNMENT PROGRAMS

1 hour(s) of Elective Topics for Commercial Real Estate
GOVERNMENT RELATIONS/GOVERNMENT PROGRAMS (CRP)

Course Number: 055580

GOVERNMENT RELATIONS/GOVERNMENT PROGRAMS (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate
SMALL HOTEL/MOTEL VALUATION

Course Number: 053164

HOSPITAL/ENTERTAINMENT

1 hour(s) of Elective Topics for Commercial Real Estate
LAND 101: INTRODUCTION TO LAND BROKERAGE

Course Number: 052950

HOSPITALITY/ENTERTAINMENT

1 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 055571

HOSPITALITY/ENTERTAINMENT (CRP)

1 hour(s) of Elective Topics for Commercial Real Estate
AGRILAND BROKERAGE AND MARKETING

Course Number: 053852

LAND

4 hour(s) of Elective Topics for Commercial Real Estate
EVALUATION AND MARKETING OF LAND

Course Number: 052340

LAND

3 hour(s) of Elective Topics for Commercial Real Estate
LAND 101 - INTRO TO LAND BROKERAGE

Course Number: 052065

LAND

3 hour(s) of Elective Topics for Commercial Real Estate

RLI: SITE SELECTION

Course Number: 055228

LAND

4 hour(s) of Elective Topics for Commercial Real Estate
TRANSITIONAL LAND

Course Number: 054694

LAND

4 hour(s) of Elective Topics for Commercial Real Estate
CREATIVE LAND PLANNING FOR PROFITS

Course Number: 054874

LAND

4 hour(s) of Elective Topics for Commercial Real Estate
ADVANCED STUDIES IN MARKET ANALYSIS

Course Number: 052331

LAND

3 hour(s) of Elective Topics for Commercial Real Estate
GENERAL APPLICATIONS

Course Number: 053171

LAND

3 hour(s) of Elective Topics for Commercial Real Estate
LAND DEVELOPMENT

Course Number: 052845

LAND

3 hour(s) of Elective Topics for Commercial Real Estate
ADVANCED SALES COMPARISON AND COST APPROACHES
Course Number: 053162

LAND

3 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 052663

LAND

3 hour(s) of Elective Topics for Commercial Real Estate
LAND DEVELOPMENT (CRP)
Course Number: 055609

LAND

3 hour(s) of Elective Topics for Commercial Real Estate
RI 412: RESIDENTIAL CONSTRUCTING & SELLING NEW HOMES
Course Number: 052136

LAND USE ISSUES

1 hour(s) of Elective Topics for Residential Real Estate
NORTHERN NECK REALTORS CONSERVATION COURSE
Course Number: 053877

LAND USE ISSUES

3 hour(s) of Elective Topics for Residential Real Estate
CASE STUDIES IN COMPARATIVE LEASE ANALYSIS
Course Number: 052010

LEASING

4 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 052660

LEASING

4 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 052634

LEASING

4 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 052669

LEASING

4 hour(s) of Elective Topics for Commercial Real Estate
ANALYZING COMMERCIAL LEASE CLAUSES - IMPLICATIONS FOR PROPERTY VALUE &
MARKETABILITY

Course Number: 053339

LEASING

4 hour(s) of Elective Topics for Commercial Real Estate
LEASING (CRP)
Course Number: 055597

LEASING (CRP)

4 hour(s) of Elective Topics for Commercial Real Estate
LISTING PROPERTY (CRP)
Course Number: 055596

LISTING PROPERTY;LEASING PROPERTY;CURRENT INDUSTRY ISSUE

3 hour(s) of Mandatory Topics for Commercial Real Estate
HIGHEST AND BEST USE AND MARKET ANALYSIS
Course Number: 053155

MARKET RESEARCH

2 hour(s) of Elective Topics for Commercial Real Estate
LAND 101: INTRODUCTION TO LAND BROKERAGE
Course Number: 052860

MARKET RESEARCH

2 hour(s) of Elective Topics for Commercial Real Estate

ADVANCED STUDIES IN MARKET ANALYSIS

Course Number: 052338

MARKET RESEARCH

2 hour(s) of Elective Topics for Commercial Real Estate

AGRILAND BROKERAGE AND MARKETING

Course Number: 053853

MARKET RESEARCH

4 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 052665

MARKET RESEARCH

2 hour(s) of Elective Topics for Commercial Real Estate

APPRAISAL PRINCIPLES

Course Number: 053168

MARKET RESEARCH

2 hour(s) of Elective Topics for Commercial Real Estate

LAND DEVELOPMENT

Course Number: 052952

MARKET RESEARCH

2 hour(s) of Elective Topics for Commercial Real Estate

UNDERSTANDING THE RETAIL REAL ESTATE MARKET

Course Number: 055800

MARKET RESEARCH

4 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 055586

MARKET RESEARCH (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate

HANDLING MULTIPLE OFFERS IN A TIGHT MARKET

Course Number: 053867

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

WRITING EFFECTIVE CONTRACTS

Course Number: 052859

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

WHAT DID I AGREE TO?

Course Number: 051931

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

WRITING EFFECTIVE CONTRACTS: UNDERSTANDING THE VAR PURCHASE AGREEMENT

Course Number: 054862

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

TOP DEAL KILLERS AND HOW TO AVOID THEM

Course Number: 054076

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

UNDERSTANDING CONTRACTS AND CONTRACT WRITING

Course Number: 052339

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate

CONTRACTS: CONSTRUCTING REAL ESTATE AGREEMENTS FOR YOUR CLIENTS

Course Number: 053543

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate
THREE CONTINGENCIES: AVOIDING THE TRAPS THAT LURK
Course Number: 056104
OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate
THE WORLD OF WARRANTIES

Course Number: 056102
OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

THREE CONTINGENCIES: AVOIDING THE TRAPS THAT LURK
Course Number: 056106
OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
HERE COMES THE JUDGE - THERE GOES YOUR COMMISSION
Course Number: 055033
OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
SUBDIVISION ANALYSIS
Course Number: 053548
OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Commercial Real Estate
HANDLING MULTIPLE OFFERS IN A TIGHT MARKET
Course Number: 053332
OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
2005 ETHICS SEMINAR
Course Number: 054670
OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
THE ROAD LESS TRAVELED: SPECIAL PURPOSE PROPERTIES
Course Number: 054078
OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Commercial Real Estate
TRANSITIONAL LAND
Course Number: 054695
OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Commercial Real Estate
DO NOT CALL
Course Number: 054070
OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
HANDLING MULTIPLE OFFERS IN A TIGHT MARKET
Course Number: 053865
OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
GETTING HOME: A ROADMAP TO CREATING MORE OPPORTUNITIES FOR HOME OWNERSHIP

Course Number: 056094
OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
TENNESSEE AND VIRGINIA LEGAL UPDATE
Course Number: 054692
OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
CHANGING DEMOGRAPHICS AND HOW THEY AFFECT YOUR MARKET

Course Number: 054696

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
CONTRACTS:CONSTRUCTING REAL ESTATE AGREEMENTS FOR YOUR CLIENT

Course Number: 054674

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
LEGAL UPDATE

Course Number: 054090

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
OFFICE POLICY WORKSHOP

Course Number: 054084

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
HOW TO WORK WITH REAL ESTATE INVESTMENT - BUYER

Course Number: 053893

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
BUYER AND SELLER DECISIONS

Course Number: 054106

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
FAIR HOUSING, ETHICS AND THE LAW

Course Number: 054069

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
ENVIRONMENTAL SURVEY: MOISTURE INTRUSION, MOLD, UST, RADON & LEAD PAINT

Course Number: 054100

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
CHARACTER COUNTS, DOESN'T IT?

Course Number: 053858

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
THE REAL ESTATE BOARD'S NEW REGULATIONS: WHAT YOU NEED TO KNOW

Course Number: 054067

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
ENVIRONMENTAL SURVEY: MOISTURE INTRUSION, MOLD, UST, RADON & LEAD PAINT

Course Number: 054098

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
VIRGINIA RESIDENTIAL LANDLORD AND TENANT ACT SEMINAR

Course Number: 053884

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Property Management
VHDA: LOAN PROGRAM UPDATE FOR REAL ESTATE PROFESSIONALS

Course Number: 053549

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
EVALUATING RESIDENTIAL CONSTRUCTION

Course Number: 053864

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
THIS AIN'T YOUR MOMMA'S CODE OF ETHICS

Course Number: 055798

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
NAVIGATING THE ETHICS OF AGENCY

Course Number: 053871

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
CRS 201: LISTING STRATEGIES FOR THE RESIDENTIAL SPECIALIST

Course Number: 055737

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
AGENTS GONE WILD: DON'T TRY THIS AT HOME

Course Number: 055570

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
FAIR HOUSING: RESIDENTIAL LANDLORD AND TENANT

Course Number: 055023

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Property Management
FIFTY WAYS TO LOSE YOUR LICENSE

Course Number: 054096

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
THE NEW BANKRUPTCY ABUSE PREVENTION ACT:WHAT RE PROF NEED TO KNOW

Course Number: 054860

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
AGENCY PRACTICES

Course Number: 054672

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
DO WE REALLY LOVE OUR SELLERS?

Course Number: 056091

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
EVALUATING COMMERCIAL CONSTRUCTION

Course Number: 053862

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Commercial Real Estate
RLI: SITE SELECTION

Course Number: 055229

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Commercial Real Estate
BUYER YOU'RE MINE

Course Number: 055020

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
A NEW LOOK AT BUYER AGENCY: PUTTING THE CLIENT FIRST

Course Number: 054880

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
EXPAND YOUR MARKET

Course Number: 055582

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
2006 ETHICS SEMINAR

Course Number: 055016

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
MAKE IT YOUR FIRM'S MISSION: PROMOTE LOSS PREVENTION AWARENESS
Course Number: 054884

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
MANAGING DIVERSITY FOR THE BROKER/OWNER/MANAGER
Course Number: 055226

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
PERSONAL SKILLS FOR PROFESSIONAL EXCELLENCE: BUSINESS PROTOCOL
Course Number: 055036

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
NEGOTIATING SUCCESSFUL REAL ESTATE TRANSACTIONS
Course Number: 053875

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
CONNECTING WITH MULTICULTURAL HOMEBUYERS
Course Number: 055224

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
DUTIES IN CONFLICT: MANAGING THE IN-OFFICE TRANSACTION
Course Number: 054102

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
CREATIVE LAND PLANNING FOR PROFITS
Course Number: 054875

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Commercial Real Estate
GENERATION X - THE EMERGING BUYER OF TODAY
Course Number: 055029

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
LAND INVESTMENT ANALYSIS
Course Number: 054683

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Commercial Real Estate
E-PRO CERTIFICATION (CRP)

Course Number: 055730

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate
UNDERSTANDING THE LIMITED SERVICE BROKER
Course Number: 054679

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
AFFORDABLE HOUSING THROUGH AFFORDABLE LENDING
Course Number: 053850

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
BUILDING CLIENTS FOR LIFE: INCREASING REPEAT/REFERRAL BUSINESS WHILE REDUCING
PROFESSIONAL LIABILITY
Course Number: 055728

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

MOCK IFF HEARING WITH THE VREB
 Course Number: 054868
 OTHER REAL ESTATE RELATED
 2 hour(s) of Elective Topics for Residential Real Estate
 WRITING EFFECTIVE CONTRACTS: UNDERSTANDING THE VAR PURCHASE AGREEMENT
 Course Number: 054864
 OTHER REAL ESTATE RELATED
 2 hour(s) of Elective Topics for Residential Real Estate
 FUNDAMENTALS OF COMMERCIAL REAL ESTATE
 Course Number: 053546
 OTHER REAL ESTATE RELATED
 4 hour(s) of Elective Topics for Commercial Real Estate
 AGENCY - EFFECTIVE SALES STRATEGIES
 Course Number: 053542
 OTHER REAL ESTATE RELATED
 2 hour(s) of Elective Topics for Residential Real Estate
 FAIR HOUSING: UNDERSTANDING THE LAW
 Course Number: 055025
 OTHER REAL ESTATE RELATED
 2 hour(s) of Elective Topics for Residential Real Estate
 2006 ETHICS SEMINAR
 Course Number: 055018
 OTHER REAL ESTATE RELATED
 2 hour(s) of Elective Topics for Residential Real Estate
 COMMERCIAL REAL ESTATE: LEGAL UPDATE

 Course Number: 053325
 OTHER REAL ESTATE RELATED
 3 hour(s) of Elective Topics for Commercial Real Estate
 BUYER AND SELLER DECISIONS
 Course Number: 053856
 OTHER REAL ESTATE RELATED
 2 hour(s) of Elective Topics for Residential Real Estate
 UNRAVELING THE IDENTITY THEFT CRISIS
 Course Number: 055045
 OTHER REAL ESTATE RELATED
 2 hour(s) of Elective Topics for Residential Real Estate
 RS 206: TECHNOLOGIES TO ADVANCE YOUR BUSINESS
 Course Number: 055043
 OTHER REAL ESTATE RELATED
 4 hour(s) of Elective Topics for Residential Real Estate
 LEGAL UPDATE
 Course Number: 054686
 OTHER REAL ESTATE RELATED
 2 hour(s) of Elective Topics for Residential Real Estate
 DO WE REALLY LOVE OUR SELLERS?
 Course Number: 056089
 OTHER REAL ESTATE RELATED
 2 hour(s) of Elective Topics for Residential Real Estate
 CREATING YOUR TENANT HANDBOOK
 Course Number: 055576
 OTHER REAL ESTATE RELATED
 2 hour(s) of Elective Topics for Property Management
 FAIR HOUSING TESTING: HOW IT WORKS, WHAT IT MEANS, WHAT PROPERTY MANAGERS
 SHOULD KNOW
 Course Number: 055853
 OTHER REAL ESTATE RELATED
 1 hour(s) of Elective Topics for Residential Real Estate

BROKER WORKSHOP: REDUCING RISKS (AND HEADACHES)

Course Number: 056087

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
ARE WE REALLY COMMITTED TO OUR BUYERS?

Course Number: 056081

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
ARE WE REALLY COMMITTED TO OUR BUYERS

Course Number: 056083

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
WHO KILLED THE DEAL? ASSORTED DEAL AUTOPSIES

Course Number: 053891

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
MONEY, TAXES, AND THE REAL ESTATE AGENT

Course Number: 055591

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
UNDERSTANDING AND SELLING THE CONDOMINIUM AND THE POA

Course Number: 054074

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
OFFICE POLICY WORKSHOP

Course Number: 054086

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
BROKER WORKSHOP: REDUCING RISKS (AND HEADACHES)

Course Number: 056085

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
BEING A GOOD AGENT MEANS HAPPIER CLIENTS

Course Number: 055689

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
SELLING 2006: FOCUS ON NEEDS

Course Number: 055687

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
MAKE IT YOUR FIRM'S MISSION: PROMOTE LOSS PREVENTION AWARENESS

Course Number: 054886

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
HOW TO BUILD WEALTH BY INVESTING IN REAL ESTATE

Course Number: 055585

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
UNDERSTANDING THE RETAIL REAL ESTATE MARKET

Course Number: 055801

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Commercial Real Estate
EXPAND YOUR MARKET

Course Number: 055579

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

VIRGINIA REGULATORY AND LEGAL UPDATE

Course Number: 055612

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate

FAIR HOUSING: THE LAW AND YOU

Course Number: 054698

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

WRITING LEASE ADDENDA

Course Number: 055047

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Property Management

MOLD - SICK HOUSES MAKE SICK PEOPLE

Course Number: 054068

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Residential Real Estate

OFFICE POLICY WORKSHOP

Course Number: 054082

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

VHDA: LOAN PROGRAM UPDATE FOR REAL ESTATE PROFESSIONALS

Course Number: 053550

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

UNDERSTANDING THE LIMITED SERVICE BROKER

Course Number: 054677

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

TAX DEFERRED 1031 REAL PROPERTY EXCHANGES

Course Number: 053881

OTHER REAL ESTATE RELATED

4 hour(s) of Elective Topics for Commercial Real Estate

CONTRACTS: CONSTRUCTING REAL ESTATE AGREEMENTS FOR YOUR CLIENTS

Course Number: 055572

OTHER REAL ESTATE RELATED

S

2 hour(s) of Elective Topics for Residential Real Estate

EUROPE AND INTERNATIONAL REAL ESTATE

Course Number: 053349

OTHER REAL ESTATE RELATED COURSE

4 hour(s) of Elective Topics for Residential Real Estate

THE CODE OF ETHICS: MAKING COMMON SENSE UNDERSTANDABLE

Course Number: 053323

OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Residential Real Estate

COMMERCIAL REAL ESTATE: LEGAL UPDATE

Course Number: 053324

OTHER REAL ESTATE RELATED COURSE

4 hour(s) of Elective Topics for Commercial Real Estate

ESSENTIALS OF INTERNATIONAL REAL ESTATE

Course Number: 053347

OTHER REAL ESTATE RELATED COURSE

4 hour(s) of Elective Topics for Residential Real Estate

WHO KILLED THE DEAL? ASSORTED DEAL AUTOPSIES

Course Number: 053328

OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Residential Real Estate

ASIA/PACIFIC AND INTERNATIONAL REAL ESTATE

Course Number: 053345

OTHER REAL ESTATE RELATED COURSE

4 hour(s) of Elective Topics for Residential Real Estate
DISCLOSE, DISCLOSE, DISCLOSE: HOW MUCH DISCLOSURE IS TOO MUCH?

Course Number: 053373

OTHER REAL ESTATE RELATED COURSE

3 hour(s) of Elective Topics for Residential Real Estate
MOLD, MILDEW, AND MOISTURE, OH MY

Course Number: 053335

OTHER REAL ESTATE RELATED COURSE

3 hour(s) of Elective Topics for Residential Real Estate
DISCLOSURE 101: WHEN TO SPEAK, WHEN TO SHUT UP, AND WHEN TO RUN

Course Number: 053327

OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Residential Real Estate
A NEW DAY FOR BUYER AGENTS

Course Number: 053333

OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Residential Real Estate
AGENCY: BEST AGENCY PRACTICES

Course Number: 053320

OTHER REAL ESTATE RELATED COURSE

1 hour(s) of Elective Topics for Residential Real Estate
INVESTMENT & FINANCIAL ANALYSIS AND INTERNATIONAL REAL ESTATE

Course Number: 053351

OTHER REAL ESTATE RELATED COURSE

4 hour(s) of Elective Topics for Residential Real Estate
PROCURING CAUSE

Course Number: 053331

OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Residential Real Estate
THE MIDDLE EAST AND AFRICA AND INTERNATIONAL REAL ESTATE

Course Number: 053318

OTHER REAL ESTATE RELATED COURSE

4 hour(s) of Elective Topics for Residential Real Estate
PROCURING CAUSE: LAW & ETHICS

Course Number: 053330

OTHER REAL ESTATE RELATED COURSE

3 hour(s) of Elective Topics for Residential Real Estate
APPRAISING MANUFACTURED HOUSING

Course Number: 053343

OTHER REAL ESTATE RELATED COURSE

4 hour(s) of Elective Topics for Residential Real Estate
CRIME FREE MULTI HOUSING

Course Number: 053614

OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Property Management
WRITING EFFECTIVE CONTRACTS

Course Number: 053329

OTHER REAL ESTATE RELATED COURSE

2 hour(s) of Elective Topics for Residential Real Estate
THE AMERICAS AND INTERNATIONAL REAL ESTATE

Course Number: 053316

OTHER REAL ESTATE RELATED COURSE

4 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052633

PROPERTY MANAGEMENT

2 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 052670

PROPERTY MANAGEMENT

2 hour(s) of Elective Topics for Commercial Real Estate

PROPERTY MANAGEMENT (CRP)

Course Number: 055598

PROPERTY MANAGEMENT (CRP)

2 hour(s) of Elective Topics for Commercial Real Estate

VA PROPERTY OWNERS' ASSOC ACT & VA CONDOMINIUM ACT (CRP)

Course Number: 055573

PROPERTY OWNERS' AND CONDOMINIUM ASSOC LAW (CRP)

3 hour(s) of Mandatory Topics for Commercial Real Estate

SUPPORTING SALES COMPARISON GRID ADJUSTMENTS FOR RESIDENTIAL PROPERTIES

Course Number: 053183

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

APPRAISING THE TOUGH ONES

Course Number: 053151

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

RI405: PRICING, LISTING AND MARKETING

Course Number: 051938

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

NATIONAL USPAP UPDATE COURSE

Course Number: 053159

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

APPRAISAL PRINCIPLES

Course Number: 053167

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

UNDERSTANDING THE FHA APPRAISAL

Course Number: 053421

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

SMALL HOTEL/MOTEL VALUATION

Course Number: 053165

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

HIGHEST AND BEST USE AND MARKET ANALYSIS

Course Number: 053154

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

APPRAISAL PROCEDURES

Course Number: 053157

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

ADVANCED SALES COMPARISON AND COST APPROACHES

Course Number: 053161

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

Course Number: 052642
PROPERTY VALUATION/LISTING PROCESS
3 hour(s) of Elective Topics for Residential Real Estate
DISCLOSURE - WHO'S GOT AMNESIA

Course Number: 053860
PROPERTY VALUATION/LISTING PROCESS
4 hour(s) of Elective Topics for Residential Real Estate
GENERAL APPLICATIONS

Course Number: 053170
PROPERTY VALUATION/LISTING PROCESS
3 hour(s) of Elective Topics for Residential Real Estate
GETTING THE MOST ACCURATE APPRAISAL

Course Number: 053337
PROPERTY VALUATION/LISTING PROCESS
3 hour(s) of Elective Topics for Residential Real Estate
APPRAISAL REVIEW SEMINAR: SINGLE-FAMILY RESIDENTIAL

Course Number: 053180
PROPERTY VALUATION/LISTING PROCESS
3 hour(s) of Elective Topics for Residential Real Estate
CRS 201: LISTING STRATEGIES FOR THE RESIDENTIAL SPECIALIST

Course Number: 055736
PROPERTY VALUATION/LISTING PROCESS
4 hour(s) of Elective Topics for Residential Real Estate
FHA APPRAISAL INSPECTION FROM THE GROUND UP

Course Number: 053182
PROPERTY VALUATION/LISTING PROCESS
3 hour(s) of Elective Topics for Residential Real Estate
RI 406: WHAT DID I AGREE TO?

Course Number: 052137
REAL ESTATE LAW
3 hour(s) of Mandatory Topics for Residential Real Estate
VIRGINIA REGULATORY AND LEGAL UPDATE

Course Number: 053552
REAL ESTATE LAW
3 hour(s) of Mandatory Topics for Residential Real Estate
LEGAL UPDATES

Course Number: 054088
REAL ESTATE LAW
3 hour(s) of Mandatory Topics for Residential Real Estate
UNDERSTANDING AND SELLING THE CONDOMINIUM AND THE POA

Course Number: 054072
REAL ESTATE LAW
3 hour(s) of Mandatory Topics for Residential Real Estate
RESERVATION SAILS TRAINING 2006

Course Number: 056100
RENTAL MARKETING
2 hour(s) of Elective Topics for Property Management
RENTAL MARKETING (CRP)

Course Number: 055604
RENTAL MARKETING (CRP)
2 hour(s) of Elective Topics for Property Management
RISK MANAGEMENT (CRP)

Course Number: 055601
RISK MANAGEMENT (CRP)
4 hour(s) of Mandatory Topics for Property Management
CASE STUDIES IN ACQUISITION ANALYSIS

Course Number: 052335

SALES

3 hour(s) of Elective Topics for Commercial Real Estate
REAL ESTATE INVESTMENT - THE 1031 EXCHANGE: THE INVESTOR AND YOU

Course Number: 052849

SALES

3 hour(s) of Elective Topics for Commercial Real Estate
PRACTICAL APPLICATIONS OF 1031 LIKE-KIND EXCHANGES

Course Number: 052847

SALES

3 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 052661

SALES

3 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 052635

SALES

3 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 052657

SALES

3 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 052671

SALES

3 hour(s) of Elective Topics for Commercial Real Estate

Course Number: 055574

SALES (CRP)

3 hour(s) of Elective Topics for Commercial Real Estate
FROM CONTRACT TO CLOSING: EARNING YOUR FEE BY PROTECTING YOUR CLIENT

Course Number: 054092

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
THE ART & SCIENCE OF EXCEPTIONAL SERVICE AND LEADERSHIP

Course Number: 055318

SELLING PROCESS

1 hour(s) of Elective Topics for Residential Real Estate
HANDLING NEW CONSTRUCTION

Course Number: 054688

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
CRS 107: MASTERING THE ART OF SELLING NEW HOMES

Course Number: 052840

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
RI 411: SUCCESSFUL SETTLEMENT - MANAGING THE TRANSACTION

Course Number: 053897

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
FROM CONTRACT TO CLOSING: EARNING YOUR FEE BY PROTECTING YOUR CLIENT

Course Number: 054094

SELLING PROCESS

2 hour(s) of Elective Topics for Residential Real Estate
HANDLING NEW CONSTRUCTION

Course Number: 054690

SELLING PROCESS

2 hour(s) of Elective Topics for Residential Real Estate
NEGOTIATING WITH MULTI-CULTURAL CLIENTS

Course Number: 054380

SELLING PROCESS

2 hour(s) of Elective Topics for Residential Real Estate
FROM CONTRACT TO CLOSING

Course Number: 051935

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate
E-PRO CERTIFICATION COURSE (CRP)

Course Number: 055731

TECHNOLOGY

4 hour(s) of Elective Topics for Residential Real Estate
TECHNOLOGY WHIRLWIND

Course Number: 055734

TECHNOLOGY

2 hour(s) of Elective Topics for Residential Real Estate
THE CYBER-REALTOR

Course Number: 051936

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate
TECHNOLOGY AND RISK MANAGEMENT

Course Number: 052855

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate
TECHNOLOGY AND RISK MANAGEMENT

Course Number: 053882

TECHNOLOGY

2 hour(s) of Elective Topics for Residential Real Estate
HARNESSING THE POWER OF THE E-BUYER

Course Number: 055031

TECHNOLOGY

4 hour(s) of Elective Topics for Residential Real Estate
RS 206: TECHNOLOGIES TO ADVANCE YOUR BUSINESS

Course Number: 055042

TECHNOLOGY

4 hour(s) of Elective Topics for Residential Real Estate
USING TECHNOLOGY IN YOUR REAL ESTATE BUSINESS

Course Number: 052207

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate
DATA SECURITY 101

Course Number: 055826

TECHNOLOGY

2 hour(s) of Elective Topics for Residential Real Estate
MAXIMIZING YOUR REAL ESTATE CUSTOMER CONTACT MANAGEMENT SYSTEM

Course Number: 055321

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate
VRLTA AND CURRENT LEGISLATIVE ISSUES

Course Number: 055617

TENANT/LANDLORD RELATIONSHIPS

3 hour(s) of Elective Topics for Property Management
RISK MANAGEMENT: WHAT'S THE BIG DEAL

Course Number: 054080

TENANT/LANDLORD RELATIONSHIPS

2 hour(s) of Elective Topics for Property Management
VRLTA, FAIR HOUSING, AND CURRENT LEGISLATIVE ISSUES
Course Number: 055615

TENANT/LANDLORD RELATIONSHIPS

3 hour(s) of Elective Topics for Property Management
FAIR HOUSING: RESIDENTIAL LANDLORD & TENANT
Course Number: 055022

TENANT/LANDLORD RELATIONSHIPS

2 hour(s) of Elective Topics for Property Management
VIRGINIA RESIDENTIAL LANDLORD AND TENANT ACT SEMINAR
Course Number: 053885

TENANT/LANDLORD RELATIONSHIPS

2 hour(s) of Elective Topics for Property Management
VRLTA, VIRGINIA FAIR HOUSING LAW AND CURRENT LEGISLATIVE ISSUES

Course Number: 053888

TENANT/LANDLORD RELATIONSHIPS

3 hour(s) of Elective Topics for Property Management
VIRGINIA RESIDENTIAL LANDLORD/TENANT ACT & CURRENT LEGISLATIVE ISSUES
Course Number: 053553

TENANT/LANDLORD RELATIONSHIPS

4 hour(s) of Elective Topics for Property Management
CRIME FREE MULTI-HOUSING
Course Number: 053615

TENANT/LANDLORD RELATIONSHIPS

1 hour(s) of Elective Topics for Property Management
TENANT/LANDLORD RELATIONSHIPS (CRP)
Course Number: 055600

TENANT/LANDLORD RELATIONSHIPS (CRP)

2 hour(s) of Elective Topics for Property Management
FULL AND FAIR DISCLOSURE FOR VA COMMUNITY ASSOCIATIONS
Course Number: 054108

UNDERSTANDING PROPERTY OWNERS' & CONDOMINIUM ASSOCIATIONS

2 hour(s) of Elective Topics for Property Management
UNDERSTANDING PROPERTY OWNERS' & CONDOMINIUM ASSOCIATIONS (CRP)
Course Number: 055605

UNDERSTANDING PROPERTY OWNERS' AND CONDOMINIUM ASSOCIATION

2 hour(s) of Elective Topics for Property Management
PROPERTY MANAGEMENT COURSE
Course Number: 052342

VIRGINIA RESIDENTIAL LANDLORD/TENANT ACT AND FAIR HOUSING

4 hour(s) of Mandatory Topics for Property Management
VIRGINIA RESIDENTIAL LANDLORD/TENANT ACT AND FAIR HOUSING
Course Number: 055608

VIRGINIA RESIDENTIAL LANDLORD/TENANT ACT AND FAIR HOUSING

4 hour(s) of Mandatory Topics for Property Management

WILLIAM E WOOD AND ASSOCIATES REAL ESTATE ACADEMY

800 NEWTOWN RD

VIRGINIA BEACH VA 23462

PH: (757) 499-9663 FAX: () -

AGENCY LAW

Course Number: 052959

AGENCY LAW & REAL ESTATE

3 hour(s) of Mandatory Topics for Residential Real Estate
BUSINESS PLANNING AND SETTING GOALS

Course Number: 054039

BUSINESS PLANNING

3 hour(s) of Elective Topics for Residential Real Estate
OFFER TO PURCHASE

Course Number: 052955

CONTRACT LAW & REAL ESTATE ISSUES

3 hour(s) of Mandatory Topics for Residential Real Estate
FAIR HOUSING

Course Number: 052957

EQUAL OPPORTUNITY IN REAL ESTATE

3 hour(s) of Mandatory Topics for Residential Real Estate
FINANCE WITH TOWNEBANK MORTGAGE

Course Number: 053787

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate
ETHICS AND STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES AND TRENDS

Course Number: 052961

NATIONAL ASSOCIATION OF REALTORS CODE OF ETHICS

3 hour(s) of Mandatory Topics for Residential Real Estate
HOME CONSTRUCTION

Course Number: 055642

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
NAVIGATING THE ETHICS OF AGENCY

Course Number: 054047

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
UNDERSTANDING AND SELLING THE CONDOMINIUM AND THE POA

Course Number: 055693

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
HANDLING MULTIPLE OFFERS IN A TIGHT MARKET

Course Number: 054045

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
REDUCING RISK THROUGH HOME INSPECTIONS

Course Number: 054043

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
PREPARING YOUR LISTING FOR THE BUYER HOME INSPECTION

Course Number: 055644

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
THE BUSINESS ACUMEN OF HOME WARRANTY

Course Number: 055699

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
PROCURING CAUSE: LAW AND ETHICS

Course Number: 054049

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate
PROPERTY SELECTION, OFFERS, NEGOTIATING AND CLOSING

Course Number: 054426

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

TAX IMPLICATIONS FOR LICENSEES AND HOMEOWNERS

Course Number: 054041

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

HOME PROTECTION PLANS: A BENEFIT FOR BUYERS & SELLERS

Course Number: 054037

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate

THE LISTING PROCESS

Course Number: 054422

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

LAWS AND REGULATIONS IMPACTING LICENSEES

Course Number: 053356

REAL ESTATE LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

FROM CONTRACT TO CLOSING: EARNING YOUR FEE BY PROTECTING YOUR CLIENT

Course Number: 055697

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

HANDLING NEW CONSTRUCTION

Course Number: 055695

SELLING PROCESS

2 hour(s) of Elective Topics for Residential Real Estate

BUYER REPRESENTATION, FORMS AND EXPENSES

Course Number: 054428

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

USING TECHNOLOGY TO BENEFIT CLIENTS

Course Number: 054424

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

WILLIAMSBURG REAL ESTATE SCHOOL

5000 NEW POINT RD. SUITE 1101

WILLIAMSBURG VA 23188 9418

PH: (757) 253-0028 FAX: (757) 253-1559

DUAL AND DESIGNATED AGENCY: GAINING A NEW SOPHISTICATION

Course Number: 055077

AGENCY LAW

3 hour(s) of Mandatory Topics for Residential Real Estate

RISK MANAGEMENT

Course Number: 052120

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

MANAGING YOUR PRACTICE WITH TOP PRODUCER 7 I

Course Number: 054412

BUSINESS PLANNING

3 hour(s) of Elective Topics for Residential Real Estate

BUSINESS PLANNING

Course Number: 055838

BUSINESS PLANNING

2 hour(s) of Elective Topics for Residential Real Estate

LEGISLATIVE UPDATE

Course Number: 055494

CURRENT INDUSTRY ISSUES & TRENDS

1 hour(s) of Elective Topics for Property Management
DEALING WITH WATER INTRUSION AND MOLD IN VIRGINIA

Course Number: 053592

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management
DUAL AND DESIGNATED AGENCY: GAINING A NEW SOPHISTICATION

Course Number: 055078

CURRENT INDUSTRY ISSUES AND TRENDS

2 hour(s) of Elective Topics for Property Management
NAR QUADRENNIAL CODE OF ETHICS

Course Number: 052118

ETHICS & STANDARDS OF CONDUCT/CURRENT INDUSTRY ISSUES & TRE

3 hour(s) of Mandatory Topics for Residential Real Estate
2006 ETHICS SEMINAR

Course Number: 055739

ETHICS AND STANDARDS OF CONDUCT

3 hour(s) of Mandatory Topics for Residential Real Estate
FAIR HOUSING: UNDERSTANDING THE LAW

Course Number: 055560

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate
AN OUNCE OF PREVENTION: FAIR HOUSING LAWS

Course Number: 055263

FAIR HOUSING

3 hour(s) of Mandatory Topics for Residential Real Estate
REAL ESTATE FINANCING

Course Number: 052122

FINANCE

3 hour(s) of Elective Topics for Residential Real Estate
INTRODUCTION TO COMMERCIAL REAL ESTATE

Course Number: 052248

LISTING PROPERTY; LEASING PROPERTY, CURRENT INDUSTRY & TRENDS

3 hour(s) of Mandatory Topics for Commercial Real Estate
TOP DEAL KILLERS AND HOW TO AVOID THEM

Course Number: 055743

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate
WRITING EFFECTIVE CONTRACTS

Course Number: 053725

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate
CONTRACT & CONTRACT LAW PRINCIPLES

Course Number: 052116

OFFER TO PURCHASE

3 hour(s) of Mandatory Topics for Residential Real Estate
HOW TO KEEP YOURSELF AND YOUR BROKER OUT OF COURT

Course Number: 054378

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate
OFFICE POLICY WORKSHOP

Course Number: 055313

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate
MANAGING YOUR PRACTICE WITH TOP PRODUCER 7I

Course Number: 054413

OTHER REAL ESTATE RELATED

3 hour(s) of Elective Topics for Residential Real Estate

LEGISLATIVE UPDATE

Course Number: 055493

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate

PREPARING YOUR LISTING FOR THE BUYER'S HOME INSPECTION

Course Number: 054368

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate

THE HOME INSPECTION

Course Number: 054366

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate

ANTITRUST IN REAL ESTATE

Course Number: 055286

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate

OFFICE POLICY WORKSHOP

Course Number: 055311

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

LEADERSHIP & TEAM BUILDING FOR BROKERS & MANAGERS

Course Number: 054372

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate

LEGAL UPDATE

Course Number: 055745

OTHER REAL ESTATE RELATED

1 hour(s) of Elective Topics for Residential Real Estate

PROFESSIONAL COURTESIES TO SERVICE YOUR CUSTOMER/CLIENT

Course Number: 056078

OTHER REAL ESTATE RELATED

2 hour(s) of Elective Topics for Residential Real Estate

HOME CONSTRUCTION

Course Number: 054370

PROPERTY VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

TOPICS IN HOME INSPECTION

Course Number: 054364

PROPERTY/VALUATION/LISTING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

MANAGING YOUR PRACTICE WITH TOP PRODUCER 7 I

Course Number: 054410

SELLING PROCESS

3 hour(s) of Elective Topics for Residential Real Estate

FROM CONTRACT TO CLOSING: EARNING YOUR FEE BY PROTECTING YOUR CLIENT

Course Number: 055741

SELLING PROCESS

2 hour(s) of Elective Topics for Residential Real Estate

MANAGING YOUR PRACTICE WITH TOP PRODUCER 7 I

Course Number: 054411

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

FLEXMLS BASIC COMPUTER CLASS

Course Number: 053938

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

PARAGON/VOYAGER BASIC COMPUTER CLASS

Course Number: 052242

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate

USING TECHNOLOGY IN YOUR REAL ESTATE BUSINESS

Course Number: 052405

TECHNOLOGY

3 hour(s) of Elective Topics for Residential Real Estate